

# POWERLINE



*The Voice of the On-Site Power Generating Industry*



## Spring Conference Preview

The Grid

Time Capsule Interviews

Case Study: Packaging Project  
No Longer a Dream in Wever

Emergency Systems Service Co.  
Member Profile





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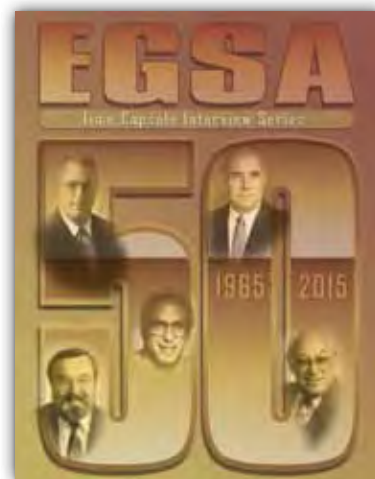
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## EVENTS CALENDAR

### Conferences

#### EGSA 2015 Spring Conference

March 22-24, 2015; Jacksonville, FL

Join us as we kick off EGSA's 50th Anniversary celebration at the Annual Spring Conference. The Spring Conference features educational sessions on a broad range of issues impacting today's On-Site Power industry. More information is available at [www.EGSA.org/spring](http://www.EGSA.org/spring) or by calling (561) 750-5575.

#### EGSA 2015 Fall Conference

September 13-15, 2015; Denver, CO

EGSA's Annual Fall Conference features educational sessions on a broad range of issues impacting today's On-Site Power industry. More information will be available at [www.EGSA.org](http://www.EGSA.org) or by calling (561) 750-5575.

#### EGSA 2015 George Rowley Schools of On-Site Power Generation

The most complete overview of an On-Site Power Generation System available. Gain valuable Continuing Education Units (CEUs) by applying today! For information, visit [www.EGSA.org](http://www.EGSA.org) or call (561) 750-5575.

##### Basic Schools

February 10-12 ..... Scottsdale, AZ  
June 2-4 ..... Charleston, SC  
August 11-13 ..... Minneapolis, MN  
December 7-9 ..... Las Vegas, NV\*

\*To be held concurrently with POWER-GEN International 2015

##### Advanced Schools

April 20-23 ..... Austin, TX  
July 13-16 ..... Atlanta, GA  
October 19-22 ..... Salt Lake City, UT

### Industry Trade Shows

#### POWER-GEN International 2015

December 8-10, 2015; Las Vegas, NV

The world's largest show for power generation, featuring the EGSA On-Site Power Pavilion. For exhibit information, contact EGSA at (561) 750-5575, ext 206 or e-mail Liz Bustamante at [l.bustamante@EGSA.org](mailto:l.bustamante@EGSA.org).



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*Ed Murphy*  
2015 EGSA President  
ed@powersearchinc.com

## 2015 President, Ed Murphy

As we enter our 50th anniversary, there are many benchmarks and achievements that will be recognized. Your Association finds traditional ways to honor and recognize the people and the firms who make this industry great, but this year in particular, prepare yourself for extra cheerleading to warm you up for Jacksonville!

Speaking of cheerleading, it seems very fitting that our 50th President would be Ed Murphy of Power Search, Inc. Ed has worked tirelessly for many years on behalf of EGSA. From his efforts as Chair of the Communications & Conferences committee, to his contributions as Board Member, to negotiating with every speaker that has graced the General Session stage, to his labor of love as the emcee for each of EGSA's Conferences for the last 3 years—one would be hard-pressed to find a more active member in leadership for any association. We got very lucky when we found you, Eddie!

Ed is a born and bred Massachusetts guy, he is of the firm belief that the English language does not require or need the use of the letter "R." Ed is the President of Power Search, Inc, a recruiting firm that places talent strictly within the Power Generation industry. He has been doing it for over 20 years and he is an Associate Member of EGSA, probably our first President from this membership type, which is a testament to Ed's mettle. Ed has grown up alongside power generation and it is in his blood.

He enjoys helping people find the job of their dreams while maintaining excellent relationships with industry professionals, whether they are seeking new talent or not.

Ed leads by example, in case you aren't familiar with his leadership style, and you can always count on him for a good chuckle!

Ed is a people person, who is never afraid to make an introduction or share a great story. He is an instigator of fun and he tries his best to make everyone feel included and worthwhile in our association, as well as during our events and meetings.

We welcome Ed Murphy as our 50th EGSA President. Behind his back, we like to say that he is the hardest working man in show business, and what an asset in a volunteer organization! We'd like to bottle him and wish him much success in his year as President!

**Strap in for Ed's 'no holds barred' answers, for those who don't know him personally.**

**"Who was the most influential person/people within EGSA to give you guidance to progress to the role you have today."**

**Ed Murphy:** "It's funny that you would lead off with that question, because honestly, my time with EGSA can't be contained to one mentor, much less, one influencer. I've been involved with EGSA now for 20 years, but I also started in the organization when I was a neophyte, at 32 years old.

So, to reply your question, my disclaimer is that I have kept the list narrowed to 3 fellow members who were impactful to me during my 20 years in the Association. Here they are in somewhat chronological order:

First, in 1994, Leo LeBlanc introduced me to EGSA. Leo is my father-in-law (You can pick your friends, but ya' can't pick your father-in-law!) and was an active and integral part of this Association

*Continued on page 12*



*"Eddie Murphy may not angle more than twice a year, but when he does, it is spectacular," says Bob Hafich one of his colleagues.*



*In 2013, EGSA hosted the Executive Leadership Summit in Bellevue, WA. (pictured left to right: Vaughn Beasley, Jalane Kellough, Michael Pope, Bob Hafich, Ed Murphy and Deb Laurents).*





Michael Pope  
EGSA Director  
of Education  
m.pope@EGSA.org

## A Milestone, a Record, Changes and Intensity

I am pleased to report on a number of positive events that happened during 2014, thanks to the work of many member volunteers.

**EGSA CERTIFIED TECHNICIAN PROGRAM**  
The only non-brand specific, certification standard in North America for on-site generator systems technicians.

**A Milestone:**  
**We now have over 1,000 EGSA Certified Technicians!**

There are EGSA Certified Technicians located in all the Canadian Provinces and every US State – except Rhode Island, which is served by distributors and dealers (DDs) in Connecticut and Massachusetts.

Congratulations to all the distributors, dealers and manufacturers who have participated, in any way, in the EGSA Technician Certification Program. We also want to congratulate all of the technicians who have the skills and experience to have been able to achieve our certifications. Whether at the Apprentice or Journeyman level, we can report that 250 technicians out of almost 300 that took the test during 2014 became EGSA-certified. These guys are the best!

The value of EGSA Certification to technicians and to their employers is also evident by the fact that almost 100 technicians re-certified during 2014. Certification is valid for 5 years and then the exam must be retaken.

2015 will be another milestone year for the program as the Apprentice Level Certification test became available during February. We expect that many technical colleges will include the EGSA Apprentice level test at the conclusion of their individual curriculums. Those students that achieve the Apprentice Certification are likely to become the preferred technicians for our Members looking to increase their entry-level service staff.

We further encourage our DDs to work for the inclusion of EGSA Certified Technicians as a qualifying distributor requirement in bid specifications. Please include EGSA Certified Technicians Available - on your webpages and advertisements, flyers, etc. if you are not already doing so; it can elevate you above the rest of the pack!

This is a program that we can be very proud of. It greatly benefits the generator set end-user/customer, the DDs and technicians. It is a great

example of industry professionals forming an idea, volunteering their time and coming together to see it through for the betterment of the On-Site Power Generation Industry. Those of you who helped put the program together, from the first DACUM panel members and the EGSA Technician Certification Committee Members, give yourselves a big pat on the back!

### ROWLEY SCHOOLS

A Record, a Change and Intensity.

**An all-time Record:**  
**263 people attended our Rowley Schools during 2014**

As our membership numbers increase, so do the Rowley School registrations. Many companies are finding our schools to be the best way of providing staff with the ability to speak on-site power more fluently, and most importantly, to understand it.

Here is the 2015 schedule:

Dates	School Type	Location
February 10-12	Basic	Scottsdale, AZ
April 20-23	Advanced	Austin, TX
June 2-4	Basic	Charleston, SC
July 13-16	Advanced	Atlanta, GA
August 11-13	Basic	Minneapolis, MN
October 19-22	Advanced	Salt Lake City, UT
December 7-9*	Basic	Las Vegas, NV*

**Change:**  
**\*The basic Rowley school in Las Vegas will start on Monday (instead of Tuesday) morning, finishing on Wednesday, to give students the option of visiting the Power-Gen show on Thursday.**

### More Changes for 2015

The Rowley Schools have been popular – as evidenced by the high attendance and student reviews – but that is no reason to be satisfied with the status quo. Herb Daugherty, EGSA Manager of Schools, chaired a School Curriculum Review

*Continued on page 11*



# The best power control systems are equipped with redundant PLC controllers



The typical power system is controlled by one PLC.

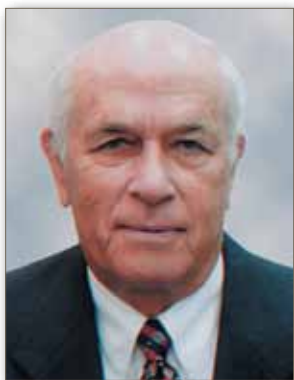
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Herb Whittall  
EGSA Technical Advisor  
HWhittall@comcast.net

## Codes & Standards

Greetings to all and Happy New Year! I'd like to begin my column with a follow up to our Fall Conference speaker, Frank J. Gaffney. As most of you who attended the Conference are aware, Frank gave EGSA permission to post his video for our members to the EGSA YouTube Channel.

That video is relevant in two ways. Many of you may not be aware but I am also a member of my local Municipal Utilities Commission. We are in the midst of discussions with Florida Power and Light (FP&L), who Frank advised that he had reached out to, but that they were not interested in discussing the subject of solar flares. I have personally sent the link to all my fellow commissioners and also to my contacts at FP&L. If each of you were to do the same thing, that is, to enlist your personal network of contacts in the Utility or Electric industry, you will be also telling them something about EGSA. The video is available at [www.youtube.com/watch?v=GA8THpOsEuM](http://www.youtube.com/watch?v=GA8THpOsEuM).

Herb Daugherty attended the IEEE 1547 Working Group meeting at NERC in Atlanta from Nov 4-7. The interconnect standard is being completely rewritten and Herb is now on the Working Group developing this rewrite.

Why do we need EGSA participation in this rewrite, you may ask? Mainly because most of the discussion is centered on the connection of inverter-based systems. Luckily, there is solid representation by those interested in generator set technology, so that those requirements will not be too onerous. In addition to Herb, there is Marcello Algrain of Caterpillar, Steve Evans and Brian Escot of ASCO, Dennis Pearson of Woodward and Jim Daley (retired from ASCO) on the Working Group, as well as representatives from Cummins, KATO Engineering and others.

Herb has been voted onto the IEEE Conformity Assessment Program (ICAP) Steering Committee. This Committee will develop requirements and procedures for approving Interconnect Distributed Energy Resources (DER's) and to allow IEEE Certification Labels to be applied. IEEE Staff will develop a marketing program for Electric Utilities to encourage mandatory IEEE Certification. This steering committee will meet regularly through teleconferences, as well as at IEEE meetings. It is an important standard to EGSA Members and necessitates EGSA participation throughout the rewrite and balloting stages.

Next, I received an inquiry from an old EGSA colleague asking for my interpretation of the 2014 edition of the National Electric Code article 700.4 (B)'s last paragraph. This paragraph reads:

"A portable or temporary alternate source shall be available whenever the emergency generator is out of service for major maintenance or repair." Apparently some of the electrical inspectors are interpreting this paragraph to mean that if any maintenance is done on the generator set, then another source of power must be available if the unit cannot start in 10 seconds after a loss of primary power. I told him that at the NFPA NEC 70 meeting, the consensus was that the word "major" applies to both the word "repair" and "maintenance" so a simple maintenance or repair would not require an alternate source of power.

At the EGSA Board Meeting in conjunction with POWER GEN Intl., I made a presentation of my experience at the ISO TC 70 meeting in October in San Antonio, TX. Unfortunately, there was very little American presence at that meeting, which worked on the rewrite of ISO 8178 – Reciprocating internal combustion engines – Exhaust emission measurement and ISO 8528 – Reciprocating internal combustion engine driven alternating current generating sets.

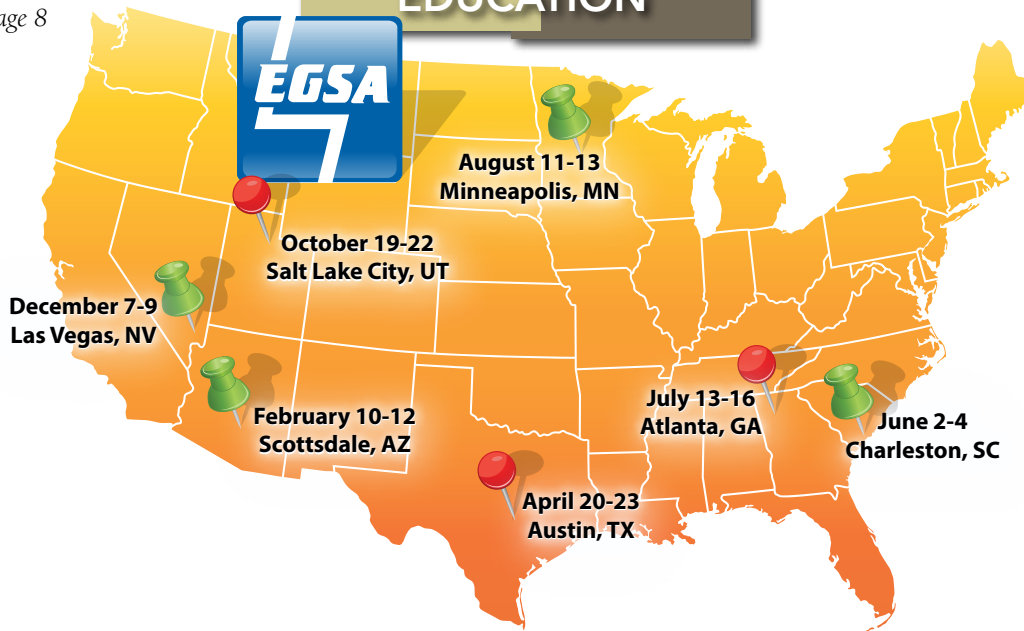
I advised the Board that in order for EGSA to have major influence in the ISO and IEC standards, we would have to attend many working group meetings each year and attend the annual meetings, as this was, all over the world. For example, the next meeting of TC 70 will be in Milan, Italy in October of 2015. I did not feel that these standards were of that much consequence to most EGSA Members that we should spend the money needed to be of much influence to these standards. The Board agreed. Only those members doing business in Europe and Asia would be influenced by those standards and they should be spending the resources to make sure that these standards do not hinder their sales into those markets.

I received the vote tabulations for the question posed by UL concerning UL 1778 –Uninterruptible Power Systems. The vote concerned whether a product certified to Edition 2 or Edition 4 of the standard would need to be recertified to the new Edition 5 of UL 1778. The question was: "In your opinion, is the scope of the changes being made to the standard (when comparing 4th edition to the 5th edition) not considered significant enough to require reevaluation, allowing currently certified products to maintain certification? The vote was No to this question for the 4th edition certified product, and Yes to the 2nd edition certified product.

Drop me a line if you have questions! ■



## EDUCATION



Committee comprised of some of our very experienced volunteer instructors. Steve Evans (ASCO) led the review of electrical courses and Dennis Roundtree (Onsite Power) led the review of the mechanical courses. The other participants in this committee were Terry Gaines (Basler Electric), Todd Lathrop (Eaton Corp), Ron Schroeder (ASCO) and Mike Witkowski (Pritchard Brown).

It quickly became apparent that we could make some improvements to the curriculum, and after considerable discussions during 2014, here are the results:

### 1. Basic School – New: we will start with an introduction to On-Site Power Generation; what it is and the components that are used; Starting Systems has been moved from Advanced to Basic

	Day 1	Day 2	Day 3
8 - 9 a.m.	Introduction to On-Site Power Systems (.5 hrs)	Introduction to Generator/Alternators (2 hrs)	Introduction to Transfer Switches (2 hrs)
9 - 10 a.m.			
10 - 11 a.m.	Basic Electricity (3.5 hrs)	Introduction to Automatic Voltage Regulators (2 hrs)	Generator Set Systems: Putting the Pieces Together (2 hrs)
11 a.m. - Noon			
Noon - 1 p.m.	Lunch	Lunch	Lunch
1 - 2 p.m.	Prime Movers (4 hrs)	Introduction to Governors/Speed & Load Controls (2 hrs)	Generator Set Systems Continued (1 hr)
2 - 3 p.m.		Starting Systems (2 hrs)	Understanding Bid and Specification Documents (3 hrs)
3 - 4 p.m.			
4 - 5 p.m.			

### 2. Advanced School – Two new modules: Genset Modes – Parallel Operations, and Communications

	Day 1	Day 2	Day 3	Day 4
8 - 9 a.m.	Advanced Generators/Alternators (4 hrs)	Generator Protection (2 hrs)	Advanced Transfer Switches (2 hrs 30 mins)	Noise Control (2 hrs)
9 - 10 a.m.		Advanced Automatic Voltage Regulators (AVRs) (2 hrs)	Multiple Generator Paralleling Switchgear (1.5 hrs)	Communications (2 hrs)
10 - 11 a.m.				
11 a.m. - Noon				
Noon - 1 p.m.	Lunch	Lunch	Lunch	Lunch
1 - 2 p.m.	Gen Set Modes - Parallel Operations (4 hrs)	Advanced AVRs Continued (1 hr)	Multiple Generator Paralleling Switchgear and Controls Continued (1 hr)	Advanced Generator Systems: Sizing to Service (4 hrs)
2 - 3 p.m.		Advanced Governors/Speed and Load Controls (3 hrs)	Engine Emissions (3 hrs)	
3 - 4 p.m.				
4 - 5 p.m.				

Many of the individual course module's content and duration have been adjusted as their instructors have reduced repetition between Basic and Advanced courses and identified topics with new or changing technologies. Our thanks go to the Committee and all Rowley School instructors for their extra time in ensuring that the schools remain up to date, relevant and highly beneficial to those who attend, and their employers.

Full details of the 2015 curriculum are in the Rowley School brochure, enclosed in the November/December issue of Powerline, and on [egsa.org/schools/schedule](http://egsa.org/schools/schedule). Let us know if you need any hard copies; send your request to [e-mail@egsa.org](mailto:e-mail@egsa.org).

Now is the best time to plan your training investments for the year. We limit class size to 40 people and most of the Rowley Schools were filled to capacity during 2014. It would be prudent to register early!

### Intense!

That is how many attendees describe their experience at the Rowley Basic and Advanced Schools. Our instructors pack a huge amount of information into their modules. No one is expected to instantly retain all the knowledge that is presented during the week but with the handouts, student notes and the EGSA Reference Book, they will know where to find important information when it is needed.

If your company has 30 – 40 people that you would like to benefit from one of our Rowley Schools it would most likely be more economical for EGSA to bring the school to your facility. Send a note to Herb Daugherty at [hdaugherty@aol.com](mailto:hdaugherty@aol.com) if you are interested in a Rowley On-Demand School.

Continuing education should always be a personal and professional goal. ■

until his retirement from power generation. My first conference was in San Francisco and Leo and I were in business together prior to me establishing Power Search, which came later in 1996.



Steve Stoyanac (Chillicothe Metal now, HotStart then) was the next person who was impactful on me being an active member of EGSA. Steve was the Membership Committee Chair from 2001 until 03, and in 03, I became a part of his succession plan before he ultimately became President in 2004. He tapped me to be his successor as Chair in 2003, and he put the idea of leadership within my reach. He basically said to me, "I am no longer running this meeting, you are, so if you are feeling intimidated, you're going to just have to face your fears. Steve was a peer, another young guy like me at the time, pushing me towards leadership roles within EGSA.

Next, there was Ken Niekamp of Chillicothe Metal. Ken was my mentor in EGSA. He really pushed me to see the bigger picture and to remain active and keep taking on responsibilities. He made me feel like he saw some leadership potential in me and was really encouraging. I will never forget that!"

## "What was your first impression of EGSA?"

**Ed Murphy:** "As I said, my first meeting was San Francisco in 1994. I was a youthful, naive 32 year old. With all due respect to those in attendance, I thought I walked onto the set of Jurassic Park! Clearly, I was the youngest person in the audience and felt quite intimidated. My biggest questions were: Can I be accepted and respected at my age? How can I contribute? Can I fit in?"

Thankfully, as we do this interview, I've somehow been able to pull it off!"

## "What do you enjoy most about being a part of EGSA?"

**Ed Murphy:** "I have enjoyed many things about being an active member of EGSA, from the personal, face-to-face contact, to the camaraderie, the friendships and the business opportunities, but I would have to say that if I had to pick one thing, it would be overcoming my intimidation of speaking publicly.

Here's another area of my life where EGSA has had a great impact on me. Some of our older members may recall the name David Coren (Zenith Controls) because of the wonderful EGSA Scholarship that the EGSA family named in his honor, but to me, David was one of the first peers that I had, who was in a leadership role of the EGSA emcee. He made the job look effortless. I got inspired because he was my age and he really added extra "umph" to the General Session as emcee.

Then, there was Don Blackmon (ASCO). Don has done more than one presentation as Marketing Director for ASCO. I recall one particular "high tech" presentation that included both audio and video. You laugh now, but to see Don, mic'd up and using a Rolling



Top Left: Mission Bay, Mission Critical – Ed, pictured here with wife Michelle, enjoyed his last gig as EGSA emcee in Mission Bay, CA in September of 2014.



Top Right: Family is a big part of Murphy's law! Here he is with his immediate family. (Left to right: Ed, Conor, Erin, his Mother-in-law Jeanne, and wife Michelle.

Bottom: Daddy's girl – Ed with his youngest child Erin. They both had hair then!

Stones song in the background as he ran around the room, pumping the audience up with his presentation, two things struck me then – first, I saw how much time he put into it to make it great. Don connected with his audience because he had prepared and considered who he was presenting to and secondly, that I wanted to be a combination of both guys. David for his youth and command of the stage and Don who made his audience a part of his production and made it fun. It's all about the production!!"

## "So exactly how intimidated were you when you were tapped as EGSA Emcee 4 years ago?"

**Ed Murphy:** "Look, I make my living on the phone, talking talking...maybe too much and opportunities like small meetings, 10 to 20 people, no problem. I've been a coach for both of my kids in sports, gotten up and delivered speeches during those award banquets and nailed it, but I have always been nervous behind the podium.

I had to come to a reality. Just like Steve (Stoyanac) used in his ESPN Sports pep talk to me about facing my fears, I wanted to overcome this and turn it into a positive experience. I wanted to progress - that podium was the next step for me - and so, around that same time, because of my work on the Communications & Conferences Committee, I ran into Cam Marston, (professional speaker) who spoke at our Fall Conference in 2011 in Baltimore.

As Cam and I began drilling down on his presentation, about how workers from different generations learn to work together, I began to ask him things like how he chose public speaking as an occupation and what tools of the trade he could recommend, and so forth.

Cam introduced me to an intense training class on the intimidation of public speaking, by Ty Boyd. While I still get anxious, the experience was invaluable and I took away a lot of great techniques and skills that I am still trying to hone. Best thing I ever did."



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## FROM THE TOP

### **"How do you think New Members can benefit most from their involvement in EGSA?"**

**Ed Murphy:** "INFORMATION! There is a tremendous amount of information available to you before you even show up, via the EGSA website & microsite(s):

- **CONNECTIONS!** Attendee lists, this shows existing customers, potential customers, competitors, people you want to connect with by company name, by last name and if they brought a spouse or significant other, they will be acknowledged too. It's all about Networking. Take advantage and utilize the tools;
- **EDUCATION!** You're surrounding yourself amongst the most knowledgeable people in the On-Site Power Industry. Utilize your connections - Ask questions!
- **ENGAGEMENT!** Committees, Committees, Committees! Find a Committee that best suits your strengths and your part of the industry and attend, listen and volunteer. The sooner you get involved, the more you will feel a part of the team...that's where the benefits start evolving ; and
- **PREPARATION:** There's only one question your superior will ask, as a result of your attendance at an EGSA Conference: What did we get out of this?"

### **"Given that an EGSA Presidential term lasts only 365 days, what is the legacy that you would like to leave?"**

**Ed Murphy:** "Without stating the obvious legacy (that I am the most handsome, gregarious, bald-headed man to ever grace the EGSA presidential stage), in all seriousness, there are a few things that stand out:

- Maintaining and continuing to hone our existing initiatives, and by following our Strategic Long Range Plan;


- Continue to strengthen our overall Committee agendas and the work that results from these industry efforts, this is an area of such great value and in 2015, many of the committees are changing leadership, so it will be important to strengthen the foundation during this growth year and also, so that we can achieve the goals we have set forth;
- To release the 5th Edition of *On-Site Power Generation: A Comprehensive Guide to On-Site Power*; and finally
- To initiate an effort for the Power Generation Engineering (university) community, that may one day look like our EGSA Technician Certification Program.

### **"During the course of your 21-year membership with EGSA, what has prepared you along the way for this leadership position?"**

**Ed Murphy:** "Two words, getting involved. Everyone needs to start somewhere. You get involved, you get recognized, and next thing you know you're asked to be in a position of authority. With that comes responsibility. If you do a good job, you go to the next level. Some are very comfortable right there, and that's great, but others want to reach higher. I feel very fortunate that I had a couple of senior mentors that pushed me to want to attain that next level."

### **"If you could speak personally to each of our readers, members, non-members, end user community, etc. what is one thing you would impart to them as the 2015 President?"**

**Ed Murphy:** I might share an acronym or two....here's my selection for the Gen-Xers and Millennials....I call it RAP...R- Recognize the past, A-Acknowledge the present, P-Plan for the future. Power Gen is here to stay. Be a part of it. Our future depends on YOU..." ■





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# Advance Info You Can Use. Start Planning Your Trip to JAX!

## EGSA Spring Conference Preview, Come Celebrate Our 50th!

Jacksonville is the host City for our kickoff to EGSA's 50th Year Celebration. The locals like to brag that Jacksonville is "where Florida begins"...we feel it is quite fitting to celebrate our golden anniversary in a place of beginnings!

Did you know that Jacksonville is the largest City in the continental US? It was also named for General Andrew Jackson, to acknowledge his leadership as Florida's first military governor. Later, as you are probably aware, Jackson became our 7th US President.

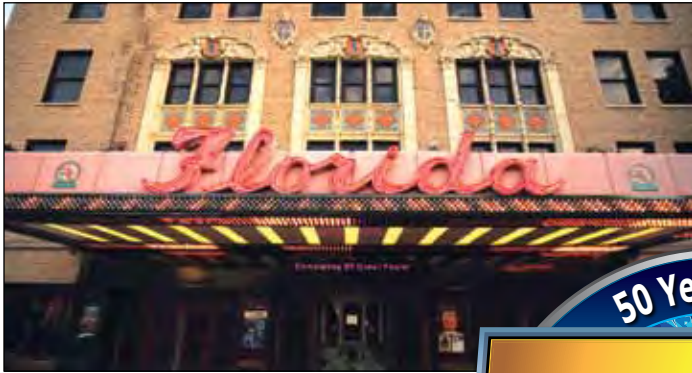
The City of Jacksonville also spent several years of its municipal history as a French colony (in and around 1564), before the Spanish settled La Florida, but this is barely scratching the surface on Jacksonville history. There is a long list of interesting cultural and historical figures who were either born, or a spent great deal of time in Jacksonville like Henry Flagler, railroad tycoon or Pat Boone, 50s and 60s entertainer, Ray Charles, even the southern rock band, Lynyrd Skynyrd, was formed in





Jacksonville in 1964. Our boots on the ground report that the weather is typically pretty great there in the month of March too!

We'll be on the St. Johns River, with opportunities to enjoy a little history and take in the sites. There are buildings forged by famous architects who descended upon Jacksonville after the Great Fire of 1901. From those ashes, skyscrapers were built and a banking center emerged...complete with secret underground tunnels.



Above: Maybe you are familiar with the story of the historic Florida Theatre made famous by Elvis Presley? Did you know that Jacksonville emerged as the "First Hollywood" during the silent movie days?

Jacksonville provides the perfect backdrop for our Spring Conference. As you travel along the North or South river banks of the St. Johns, expect to see landmarks like EverBank (Jaguar) Stadium, the Veterans Memorial Wall, St. John's Cathedral, Friendship Fountain and Treaty Oak.

Never heard of the Treaty Oak? Located on Prudential Drive on the South side of the St. John's, Treaty Oak at Jesse Ball Dupont Park is a magnificent specimen of "Quercus Virginiana", or Live Oak, the Treaty Oak is more than two centuries old and its trunk is over 25 feet in circumference and more than 70 feet tall.



Above: Most of the land surrounding the Treaty Oak was the former location of the Dixieland Amusement Park, which opened in 1907. During that time, the tree was festooned with electric lights and witnessed Babe Ruth playing baseball.

## The EGSA General Session – Our Members Step Up and So Does the Communications & Conferences Committee

Prepare to be wowed! We are pulling out all of the stops for our 50th. One of the significant enhancements, exclusive to Jax, made by our C&C Committee (the Committee in charge of the theme and speakers for each Conference) will be two featured keynote speakers, one on Monday and one Tuesday.

### General Session - MONDAY, March 23, 2015

Janine Driver will lead off Monday with her presentation, **YOU CAN'T LIE TO ME: The Revolutionary Program Using the Advanced Body Language and Communication Strategies Taught at the CIA, FBI, and ATF To Supercharge Your Success In Any Situation!**

The title of her presentation says it all. Janine is a New York Times best-selling author and she is also a popular keynote speaker, media expert for NBC's TODAY Show, 20/20, CNN, Anderson Cooper, Katie, Dr. Drew on HLN, and the Dr. Oz Show and she's the Founder, President and lead instructor for the Body Language Institute.

This presentation will be different from anything we have ever done before. Grab a seat and hang on tight! Are you ready to learn what signals you are giving off with your body language? The EGSA audience will be exposed to global communications strategies and hopefully be inspired to live at a level 10 every day.

If it is EGSA Member presentations you enjoy, we will also feature 2 more technical presentations on Monday. First, we will hear from Rafael Acosta, President and CEO of HIPOWER SYSTEMS in Lenexa, KA. An EGSA Member and native of Spain, Rafael will present, **The Use and Benefits of Parallel Generator Systems for Shale Play Applications.**

Our EGSA audiences have been building to a presentation like this one, as we have featured speakers from Schlumberger Oilfield Services and the American Petroleum Institute in recent EGSA conferences. Rafael's presentation will explore the unique conditions of drilling in shale plays, and explore the role that parallel



Janine Driver's background includes being a federal law enforcement officer within the United States Department of Justice for fifteen years, where she trained over 60,000 lawyers, judges, and law enforcement officers within the ATF, CIA, FBI, and the Netherlands Police how to read body language and detect deception.



Rafael Acosta, EGSA Member, will bring EGSA audiences to the next stage in presentations regarding the subject of using on-site power in shale play applications.



generators serve in them, including support for multi-well pads and other unique characteristics of these sites. He will also detail the considerations for specifying parallel systems in these applications.



Mark Halbert and Brian Ponstein, of MTU Onsite Energy Corp., will present on taking a new engine to market and the challenges involved in the process.

To round out Monday's General Session, we offer the two-speaker approach from EGSA Member firm, MTU Onsite Energy Corp. Mark Halbert and Brian Ponstein will present **Idea to Production: The Engine Development Cycle**, which will discuss developing an engine in today's marketplace, the technology, the time and the steps along the way.

This behind the scenes look will examine the entire timeline, from concept to the first engine rolling off the assembly line.

Mark is the Director of Engineering for Diesel Systems North America and has had several roles in power generation during his 10 years in the industry and has spent most of his career thus far working in the engineering field to develop new products and customized solutions.

Brian is Sales Application Engineer for the same division. His expertise is in developing engines for the power generation market. He is also an instructor for the EGSA Rowley Schools, where he teaches classes regularly and has assisted with multiple chapters within the 5th Edition EGSA reference book.

## General Session - TUESDAY, March 24, 2015

On Tuesday, the General Session will lead off with Eric Chester, award-winning keynote speaker and best-selling author. Eric is the premier expert on the emerging workforce and he will present **On Fire at Work: How to Ignite Passion in Your Workforce to Get Them to Work Harder, Perform Better and Stay Longer**.

Eric began his career as a high school business teacher and coach. Discover what it takes to break through the mindset of this talented new workforce in this high-energy, dynamic, content-rich presentation. Eric will reveal actionable ideas and best practices for recruiting, training, managing, and motivating the under-30 demographic, getting them to perform up to their remarkable potential.



Eric Chester, Millennial Workforce Expert, will present a second keynote on Tuesday regarding energizing today's workforce.

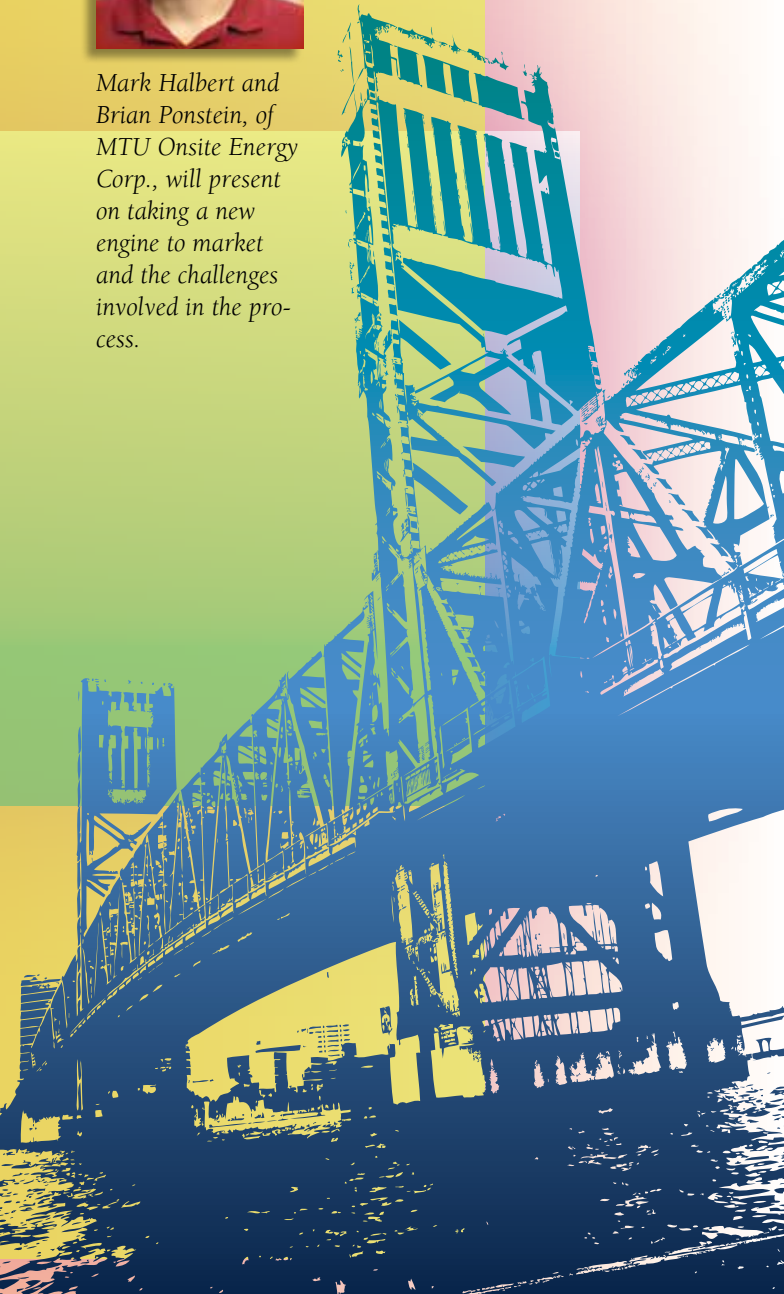


Curt Gibson, P.E. of Generac Power Systems, will present on the data center market and how it is changing.

After Eric's session, prepare for another great EGSA Member presentation by Curt Gibson, P.E., Power Solutions Manager for Generac Power Systems. Curt's presentation, **Datacenter Topologies & Market Trends**, is a comparison of 8 typical data center emergency power topologies and the review of 4 recent projects showing decisions that were made and why.

Data center terminology, concepts, and philosophy will be discussed and explained. The results are charted and trends emerge showing the logical best solutions. As Curt reviews the recent projects and the actual solution, there are also hints at the market pressures behind those decisions.

Curt is an Uptime Institute Accredited Tier Designer, and registered Professional Engineer with more than 20 years of engineering and project management experience in emergency power. He also holds the enviable role of Data Center Specialist, which makes him responsible for visiting key engineering firms to provide expertise in developing one line architectures and control schemes that support a facility's goals.



Our final speaker on Tuesday will be Larry Mersereau! Nixed as a business growth revivalist, Larry will present, **STAND OUT! - Differentiate or Disappear.** His presentation will delve into how to position your brand so that prospects think of you first when it's time to buy, and your sales people walk in with an unfair competitive advantage. Whether you hire and direct a sales team... or you ARE your sales team... you'll see what you're already doing right and what might need some work. Don't miss this closing session!

#### The Welcome Lunch

Normally, we carve out time at the Welcome Lunch to prepare our attendees for the committee meetings with a briefing from each of our Committee Chairs... just for 2015, we plan to try something new and feature the Past Presidents in attendance. We're changing it up! Make sure you plan to be there, as it will be fun and memorable (no pressure!).



*Larry Mersereau, CTC - Why should I choose you? Fifteen other companies sell what they say does the same thing your unit does...some at a lower price. What makes you so special? Your marketing communications and sales people had better all be consistent, with compelling and differentiating answers, if you want the sale!*

#### Monday Night's Award Banquet

After we honor our outgoing EGSA President and present several of our prestigious awards, such as the Timmler and Carpenter, prepare to experience something unique to honor our 50th Anniversary after the Banquet!

Meet Joe Castillo, SandStory artist. His art background, charisma and experience make him without question, one of the most unique talent acts we've had in 50 years! Long before becoming a finalist on America's Got Talent, Joe Castillo was captivating audiences around the world with his version of SandStory.



*What is SandStory? It is performance art...sand scattered on a light box is formed and reformed into ever changing shapes and images that tell visually powerful stories choreographed to music.*

## Formalized Networking Excursions

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#### EGSA Spring Golf Tournament – Who's Ready to Hit the Links in March?

For many of you joining us from colder climates, you better hit the indoor range this month as our golfers will be hitting the links in Jacksonville. Just like EGSA, Deerwood Country Club can boast more than 50 years in business....50 years of legendary golf, that is!

In 1960, golf architect George Cobb put Deerwood Country Club on the map by designing a stunning course that would eventually draw the attention of professional golfers, including competitors who came to Deerwood for the Greater Jacksonville Open (now known as THE PLAYERS Championship).

Our Members can expect to spend a competitive afternoon, enjoying the breathtaking 18-hole championship course.

#### Gear Up for the EGSA Spring Fishing Tournament! Are You Ready for the North Florida Slammer?

Attention all Anglers! EGSA answered the call by enlisting local EGSA Member firms all across Duval County (from Ring Power to Phoenix Products, that is!) for assistance in finding the right outfitter. Little did we realize we'd be adding a new twist in the tourney!

Welcome to the home of Captain Larry Miniard. Larry is an accomplished Captain in Northeast Florida and he is best known for his ability to put his customers on some amazing bites of Redfish, Trout, Flounder and Sheepshead.



Sponsored by John Deere Power Systems, our Spring tourney will feature a new twist called the North Florida Slam, where the Top Angler will be awarded for a Grand Slam (winner must catch one of each of the 3 fish on the menu – a Redfish, a Sea Trout and a Flounder)!

Second Prize will go to the biggest catch of the day and Third Prize will be the most fish caught. The chance of winning more than one trophy is a possibility this Spring! From the Intra-Coastal Waterway to way back up in the backwater creeks of our area, you are assured not only an amazing fishing experience, but you will also see a part of Florida that few see. Fishing on Tuesday will leave you wanting more as you navigate the skinny creeks in search of tailing redfish and trout.





### Andrew Jackson's Land & Sea Craft Beer Tour

According to local history buffs, General Andrew Jackson was pretty good at swaying public opinion and gaining the popular vote! That is why we are hoping we can convince you to join General Jackson and EGSA in experiencing some of the best of Jacksonville, with tastings along the way.

Enjoy the city skyline and sites while relaxing in style on the majestic St. Johns River. The Tour includes river taxi transportation to lunch on the River with a scenic view, 1.5 hour river cruise on a luxury yacht, narrated by Jackson, an Irish Pub tasting and (4) adult beverages.



### Retail Therapy? Special Spouse Excursion on Monday!

The Newell Company wants to take your significant other shopping while we are in Jacksonville! That's right, If your PlusOne wants to join in on a little retail therapy offsite on Monday while you are in the General Session, sign up for this Town Center Excursion from 10:30 am until 2:30 pm.

The Newell Company is sponsoring a local transportation company to chauffeur up to 20 attendees for a shopping and lunch at St. John's Town Center, Judy Young (Bill Young of Industrial Power Systems' wife) is acting as our local tour liaison. The transportation service will pick your spouse up (max 20) for lunch

and shopping. They will be back by 2:30 pm, in plenty of time for the rest of the day's festivities! Don't forget to take your lunch money!

## In Closing...

As you can tell, we have plenty of opportunities for great networking, education and enough new features so our times together remain ever-changing! Now that you have the advance information on EGSA's 50th, it is time to ACT! We have great memories to celebrate and good times ahead. We want you there with us!

For full details, including online registration please visit:

[www.egsa.org/spring](http://www.egsa.org/spring)



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# The Grid: Requirements for the Power Generation Industry

By Dr. Howard Liu, Staff Engineer, Intertek

In recent years the introduction of new technology, significant research investments, the addressing of safety concerns and other issues, and ongoing project development regarding grid connectivity, smart grids, and micro grids have brought rapid changes to the power generation industry. Due to these changes, manufacturers and municipalities need to understand the various technical characteristics, requirements and regulations impacting their systems.

Compared to traditional Central Generation (CG), which sees electric power produced by central station power plants that output bulk power, the interconnection of Distributed Generation (DG) remains a significant regulatory issue. This is because utilities will require the capability to accurately forecast and safely, reliably, and efficiently connect with the electric grid. For DG, a converter or inverter is required to AC or DC source current into AC for utility connection and consumer use.

To address the above issues, different countries and organizations have developed codes, standards, and guidelines for equipment manufacture, installation, operation, and maintenance in order to safely operate power grids.

## Standards by Area

NFPA 70 National Electrical Code (NEC) is published by The National Fire Protection Association, a foremost organization in the U.S. dealing with electrical equipment and wiring safety. In Canada, The Canadian Electrical Code (CEC) is used. Codes within the CEC require all equipment used in an electrical installation to be “examined for safety.” As such, local inspectors look for a listing mark (such as ETL, UL, or CSA) that provides assurance that installed equipment has been tested and verified to meet the proper requirements. If there is no listing mark, additional on-site third-party testing may be required.

### The following main standards were developed for electric equipment inspection, testing, and certification in North America:

- UL 1741, *Standard for Safety for Inverters, Converters, Controllers and Interconnection System Equipment for Use With Distributed Energy Resources*, Second Edition, January 28, 2010, and refer to:
  - IEEE Standard for Interconnecting Distributed Resources with Electric Power Systems, 2003, IEEE 1547
  - IEEE Standard Conformance Test Procedures for Equipment Interconnecting Distributed Resources with Electric Power Systems, 2005, IEEE 1547.1
- UL 62109-1, *Standard for Safety of Power Converters for Use in Photovoltaic Power Systems –Part 1: General Requirements*, 2014

- CSA C22.2 No. 107.1, *General Use Power Supplies 2001/09/01 Ed: 3 (R2006)*

The UL 1741 standard covers inverters, converters, charge controllers, and Interconnection System Equipment (ISE) intended for use in stand-alone (not grid-connected) or utility-interactive (grid-connected) power systems, utility-interactive inverters, converters, and ISE with all types of distributed generation. All grid connection requirements are referenced in IEEE 1547 and 1547.1.

UL 62109-1 is a newly released standard as of July 18, 2014. It is a harmonized standard with the existing IEC 62109-1. Unlike UL 1741, there is no grid interconnection in scope for UL/IEC 62109-1, so that aspect will continue to be addressed within UL 1741.

### The main standards for Europe and Australia/New Zealand are summarized as follows:

- IEC 62109-1, *Safety of Power Converters for Use in Photovoltaic Power Systems –Part 1: General Requirements*, 2010
- IEC 62109-2, *Safety of Power Converters for Use in Photovoltaic Power Systems –Part 2: Particular Requirements for Inverters*, 2011
- EN 50178 (IEC 62103), *Electronic Equipment for Use in Power Installations*, 2003
- IEC 62477-1, *Safety of Power Converters for Use in Photovoltaic Power Systems Part 1: General*, 2012
- AS/NZS 3100, *Approval and Test Specification— General Requirements for Electrical Equipment*, 2005
- EN 50438, *Requirements for the Connection of Micro-Generators in Parallel with Public Low-Voltage Distribution Networks*, 2008
- DIN VDE-AR-N 4105:2011-08, *Power Generation Systems Connected to the Low-Voltage Distribution Network - Technical Minimum Requirements for the Connection to and Parallel Operation with Low-Voltage Distribution Networks (Germany)*
- DIN V VDE 0126-1-1: 2006-02, *Grid Tie Inverters (Germany)*
- G59, *Recommendations for the Connection of Generating Plant to the Distribution Systems of Licensed Distribution Network Operators*, 2010 (UK)
- G83/1-1, *Recommendations for the Connection of Small-Scale Embedded Generators (Up to 16A per Phase) in Parallel with Public Low-Voltage Distribution Networks*, 2008 (UK)
- AS/NZS 4777.2, *Grid Connection of Energy Systems via Inverters, Part 2: Inverter Requirements*, 2005



- AS/NZS 4777.3, *Grid Connection of Energy Systems via Inverters, Part 3: Grid Protection Requirements*, 2005

Similar Standards exist for areas outside North America, Europe, and Australia/New Zealand.

## Grid-Relevant Standards: Technical Requirements

The requirements are regularly classified into safety, power quality, and grid protection, and compliance must be met prior to interconnection.

### A. Safety

Sources of electricity like Distributed Generation are potentially dangerous both to people and property. It is therefore mandatory and necessary to minimize the inherent safety risks. The equipment itself and the potential impact on grid safety is a function of the type of DG system.

### B. Power Quality

Power Quality is a critical technical concern for the grid. Utility power is consistently supplied at a fixed voltage and frequency. Load, such as for home appliances, is designed to receive power within a specific range of voltage and frequency parameters, and deviations outside those ranges can cause malfunction or damage. However, the DG system employs different technology and might produce different output characteristics. Harmonics, DC injection, Power Factor (PF), and flicker should all be evaluated.

### C. Grid Protection

A DG system is connected to a distribution utility through a Point of Common Coupling (PCC). It is not permitted to attempt to regulate grid voltage and frequency. It should follow the imposed voltage and frequency.

Voltage should be maintained in a standard required range. For example, IEEE 1547 states that, when any voltage is in a range given in Table 1, the DG shall cease to energize the area electric power system within the clearing time as indicated. Moreover, for DG greater than 30 kW, the table is considered a default value and its voltage set points shall be field adjustable.

Voltage range (% of base voltage)	Clearing time(s)
$V < 50$	0.16
$50 \leq V < 88$	2.00
$110 < V < 120$	1.00
$V \geq 120$	0.16

Table 1. Interconnection system response to abnormal voltages

For frequency, similar requirements are shown in Table 2.

DR size	Frequency range (Hz)	Clearing time(s)
$\leq 30$ kW	$> 60.5$	0.16
	$< 59.3$	0.16
$> 30$ kW	$> 60.5$	0.16
	$< \{59.8 - 57.0\}$ (adjustable set point)	Adjustable 0.16 to 300
	$< 57.0$	0.16

Table 2. Interconnection system response to abnormal frequencies

Islanding can occur at the customer level and the utility level. It can bring shock hazards for utility maintenance personnel, damage equipment resulting from a DG system operating outside of specifications, and cause interference reconnection and other grid protection malfunctions.

After tripping due to a voltage or frequency disturbance, the DG may reconnect once the utility voltage and frequency have returned to the normal operating range. In fact, the DR interconnection system should include an adjustable delay that may defer reconnection for a required waiting time after the grid voltage and frequency are restored to the normal ranges.

Grid connection is an important focus, and it includes the method of connection, the settings and protection requirements for connection, the operation of the electrical interface under normal conditions, emergency shutdown, distribution network-independent operation, and start-up and distribution network synchronization.

In North America a grid protection requirement is part of the product safety standard and is mandatory. However, in Europe it is not required for CE marking. For grid connection requirements, Table 3 presents a comparison among some European countries as well as Australia/New Zealand.

## Trends and Challenges in Grid Protection Certification

With the development of new components and technologies, power generation and energy storage equipment capacity is increased. Additionally, their output-side voltage is not only limited to low voltage level, but also includes medium voltage level. The increased power and voltage level demand the high test capability.

Different than with traditional industrial products, a number of new technologies are developed and applied quickly in DG-relevant equipment. To maintain quality, safety and performance, requirements need to be updated in a timely manner to reflect these changes. For example, Low Voltage Ride-Through (LVRT) and Low Frequency Ride-Through (LFRT) conflict with existing grid connection requirements in some standards. They had been solved and revised in European standards such as VDE 4105; however, in the U.S., the subject is being addressed in a redraft of IEEE 1547.

Country	Over Voltage - Stage 1 (If required)	Over Voltage - Stage 2	Under Voltage	Over Frequency	Under Frequency	LoM (If required)
EN 50438, Default	See Annex A*	0.2s	1.5s	0.5s	0.5s	0.5s or see Annex A*
	See Annex A*	230V+15%	230V-15%	51Hz	47Hz	0.5s or see Annex A*
Netherlands		2.0s	2.0s	2.0s	2.0s	
		230V+10%	230V-20%	50.0Hz+2%	50.0Hz-4%	
UK		1.5s	1.5s	0.5s	0.5s	
		264V	207V	50.5Hz	47Hz	
Denmark	40s	0.2s	10s	0.2s	0.2s	0.2s
	230V+10%	230V+15%	230V-10%	53Hz	47Hz	2.5Hz/s
Ireland		0.5s	0.5s	0.5s	0.5s	0.5s
		230V+10%	230V-10%	50.0Hz+1%	50.0Hz-4%	0.4Hz/s or 6 deg.
France		0.2s	0.2s	0.2s	0.2s	
		230V+15%	230V-15%	50.5Hz	49.5Hz	
Belgium		0.12s or 0.2s	0.12s or 0.2s	0.12s or 0.2s	0.12s or 0.2s	5s
		230V+6%	230V-20%	50.2Hz	49.8Hz	
Australia/ New Zealand		2s	2s	2s	2s	2s
		230-270V single phase/400-470V 3-phase	200-230V single phase/350-400V 3-phase	50-55Hz	45-50Hz	

Table 3. Grid protection requirement in Europe and Australia/New Zealand

\*Interface protection settings, national deviations, Standard EN 50438

Voltage regulation is not allowed in the existing IEEE 1547. To make grid management more efficient, similar to providing VAR control, the new standard is expected to have manufacturers specify the response characteristics of the equipment to answer the requirement to provide real and reactive power. Thus, the consequent impact on other test items needs to be considered.

Distributed Generation systems are applied in residential areas, small commercial areas, and large power plants or storage facilities. According to the varied application environments, different safety requirements and standards should be discussed and implemented.

## Conclusion

National and international grid-relevant standards have been introduced recently, with differing technical requirements regarding safety, power quality, and grid protection. Knowing this information helps provide a better understanding about what to look for when evaluating electrical compliance for grid connectivity products or projects in the design process. Additionally, evolving trends and challenges in certification work will continue to require monitoring and ongoing discussion in order for manufacturers to stay compliant, for municipalities to stay well informed, and for all involved to stay safe. ■

## About the Author

Haiwen (Howard) Liu received his Ph.D. in Electrical Engineering at the University of Tennessee, Knoxville in August of 2009. He also has a B.S. and M.S. in Electrical Engineering from Zhejiang University, China. Dr. Liu is a staff engineer at Intertek (ETL) in Cortland, New York, where he is responsible for certifying power generation and conversion equipment, researching new standards, technologies, and providing regional and global technical support and guidance. Dr. Liu is a committee member of National Electrical Code (NEC) Code-Making Panel 4, Standard Technical Panel UL 1741, IEEE, and the Eta Kappa Nu Electrical Engineering Honor Society.



# EGSA

Time Capsule Interview Series



1965

2015





# Roman Gawlowski

– MTU Onsite Energy, Detroit, MI

EGSA Past President, James Wright Award Winner, Leroy Carpenter Award Recipient – Active Member 1982-2009

## Roman Gawlowski Sits Down with EGSA and Provides a Snapshot into the Penske Years at Detroit Diesel

Over the holidays, we reached out to Roman Gawlowski, EGSA Past President, to interview him for the EGSA Time Capsule Series. He graciously obliged and we carried on with a round of interview phone calls varying from 10 minutes to an hour between sunny Boca Raton, FL and chilly Pinckney, MI, which is located about an hour outside of Detroit to the west.



After serving in the Navy, Roman began his career as a member of the Engineering Staff at General Motors. At the time, there was one electronic device in cars....the radio. Even the clock was a conventional mechanical device, with an electric solenoid used to wind the mainspring. A group called Electronic Control Systems was tasked with introducing electronic devices into automobiles. They developed digital displays, digital sensors and electronically controlled actuators. After three years there, Roman transferred to the Detroit Diesel Division and began to work with electrical systems for diesel engines.

To provide a frame of reference, it was 20 years ago when Roman became EGSA's 30th President in 1995, but in 1992, when Roman began on the Executive Committee track as Secretary-Treasurer, he recalls questioning internally whether EGSA would remain financially solvent, if the Association stayed the course (at that time).

"The management staff that EGSA employed then had not been as financially savvy as they could have been, and the time was right to make a change. Herb Daugherty was EGSA President and the decision was made that year (1992) to hire the current management team, now led by Jalane Kellough. Herb, Glynn Burchette, Don Panetta and I were on the Executive Committee, with Ivan (Ike) L. Davidson as our Past President that year. I think we would all agree that this was a good decision on behalf of EGSA, because here we are today. I am proud to have been a part of the leadership team who made that decision to move away from a familiar self management system to an outside management company" he remarked.

It was also an exciting time at Detroit Diesel. During Roman's active years with EGSA, the industry looked a bit different than it does today. Here's one example he shared as it related to a conversation on Roger Penske.

"During my tenure as an Applications Engineer for Detroit Diesel, Kohler Co. became one of Detroit Diesel's biggest customers. This actually continued for many years until Detroit Diesel became MTU Onsite Energy and we purchased KatoLight, who was also at that time, a big competitor of Kohler.

In 1988, Roger Penske purchased Detroit Diesel from General Motors and negotiated a relationship between the two companies. Kohler Co. manufactured 2 lines, the Kohler line and the Spectrum line. The Spectrum line was sold, serviced and maintained by Detroit Diesel Distributors. Our job was to supply the engines for both.

The units for both lines were built at Kohler, in their Power Systems Division. They also built small engines at that time, they had a natural gas version too, but they needed an upgraded version, so they purchased the engines from other sources. For a long time, Kohler used Cummins engines, but back in the late 80s and thanks to Roger Penske, they switched to Detroit Diesel engines for their product line.

Like I stated earlier, it was an exciting time...I recall once seeing Roger come out of a profit and loss meeting (P&L) and walk directly into a customer meeting. When the customer started a conversation along the lines of our company making too much profit on the engines, Roger shocked his conservative financial guy by pulling out the P&L and actually sharing it with the customer to prove him wrong...a very exciting time indeed and one probably not to be repeated."

Roman continued, "I remember that there was an Italian diesel engine company that went up for sale and Roger Penske flew to Italy to meet with them. After a couple of days reviewing the company, he had our financial people fly out (to Italy) and close the deal to acquire VM Motori in a matter of a few days. We later found out that, on the day VM Motori signed with Penske, there was a Cummins guy on a plane to Italy as well...with a contract after over a year of negotiations. The Italians were tired of waiting, I guess, and Roger didn't need a board (of directors) to make it happen....probably one of the neatest times to be in business, truly. Unlike the corporate culture we were used to, where even small decisions had to be approved by corporate headquarters, Roger Penske believed in having decisions made at the lowest possible level."

"Roger Penske also set up the agreement for Detroit Diesel Corp.(DDC) to work with MTU Onsite Energy...our engine was originally developed in 1939, with obviously upgrades over time...the 671 was used mostly in trucks when WWII began. During the war, a number of applications were developed for the military from trucks to tanks, to landing craft, (DDC was heavily involved with military applications during WWII and Korea) and that is when DDC really grew. By 1988, we needed to upgrade our products to meet fuel economy and emissions standards. The current 2000 and 4000 Series engines were jointly designed by DDC and MTU."

Later, Roger Penske sold the company to Daimler Chrysler who, at that time, owned MTU, but it was all the same management. Daimler still owns

# Roman Gawlowski

– MTU Onsite Energy, Detroit, MI

Detroit Diesel, but in the process, they split the company up. Detroit Diesel got truck engine applications, and our division worked with gensets, marine and mostly stationary and other non-highway applications. Later, both DDC and MTU were acquired by a holding company that was named Tognum after they made the purchases.”

## Who was the most influential person in EGSA at the time when you were active? Why do you think that is true?

**Roman Gawlowski:** “Gordon Johnson of Kohler Co. would be my most influential EGSA Member. Gordon was a Past President and during the time when I was active in EGSA, he was the Technical Advisor for the Association. His duties included reviewing, editing and formatting the first 2 editions of *On-Site Power Generation: A Reference Book*. He also participated on several EGSA Committees as a conduit and was also involved as liaison to a number of other technical associations. Gordon was a solid influence on what an active member in EGSA looked like at that time, and probably still today.”

## What was your first impression of EGSA, Roman?

**Roman Gawlowski:** “One of my colleagues at Detroit Diesel, Bill Franklin, was involved with EGSA, and when he retired in 1982, I began to attend the meetings.

I had been involved with Standards committees in Society of Automotive Engineers (SAE), as well as the International Standards Association (ISO), and felt very comfortable working with the (old) Technical & Standards Committee of EGSA.”

## How do you think new members can benefit most from their involvement in EGSA?

**Roman Gawlowski:** “I found working with EGSA Committees to be very rewarding. Working on the committees brings one in contact with a diverse number of personalities, and persons, who are working for allied companies, as well as competitors. I believe that this sort of contact is really valuable in personal growth. Actually...working together with others, who have differing priorities and values, based on their employer, can be frustrating, as well as very rewarding.”

## What did you enjoy MOST about being a Member of EGSA?

**Roman Gawlowski:** “Being an Officer of the Association was very interesting, as well as rewarding. Meeting, and working with, a wide range of personalities was sometimes frustrating, but overall a great experience.

Working at our respective firms, we have an easily defined goal, and can whip meetings into shape quickly to reach consensus. When working with a group of diverse personalities who may have different goals, and over whom one has no personal sway, it becomes more difficult to find consensus.

Next to this, I would say that EGSA Committee work was also a great experience. It was great to work with so many very brilliant and talented people (and a few not-so-brilliant pains). It was very educational to me to try to bring a variety of opinions together and come to a conclusion that finally benefited the Association.

I also enjoyed working as an EGSA School Instructor at the EGSA schools (now the Rowley Schools). Teaching at the schools presented an opportunity to meet an extended variety of people, most of whom never attended the conventions, so we would never have had a chance to meet them.”

## Do you have any great rivalries or fun stories to share?

**Roman Gawlowski:** “Well, I have a good one, as well as an item of note. In 1995, when I was EGSA President, that was the first year that we instituted a Saturday President’s Reception!

We were staying at a hotel that included a huge suite with a balcony and a swimming pool and we decided to make use of those amenities and hold a reception for the Board of Directors and Past Presidents, so we had about 25 people all partying down and the place was never crowded. It was great!

Also during that convention, a subsequent reception was held around the hotel’s pool, and Gordon Johnson, with a plate of hors d’oeuvres in hand, took a misstep and tumbled into the pool...that was a one for the books, we joked later that that was the day Gordon took for a dive for EGSA.”

## Were you a Member of any particular Committee? If so, do you have a particular story you would like to share about that experience?

**Roman Gawlowski:** “I was a member, and briefly the Chair, of the Technical & Standards Committee. One of the most interesting experiences was when Gordon Johnson and I worked with another association to develop a common standard for the installation of gensets.”

## Tell us about your hobbies and interests outside the Power Generation Industry. They can be past hobbies or what you are up to at the moment!

**Roman Gawlowski:** “First and foremost, I would say I am enjoying retirement. One of the best things about retirement is being able to stand and look out the living room window, with a cup of coffee in hand, and watch it snow. Not having to get out in traffic during a snowy morning is one of the small pleasures of retired life.

Another more recent side job I have focused on for the past few months is reworking my chapters for the 5th Edition of *On-Site Power Generation: A Reference Book*. It is almost like the movie, *The Godfather* - they keep pulling me back in. The chapters that I have worked on include Chapter 5 – Liquid Cooled Diesel Engines and Chapter 36 – Torsional and Bending Vibration Induced Failures in Rotating Machines.

Also, for the past couple of years I have been working on a family history for my kids. I want them to know where they come from.

My hobbies are photography and shooting.

My daughter has a degree in photo journalism, is married to a very talented photographer, my son is photo editor for the *Seattle Times*, and is also married to a photographer. When I started to see the quality of their work, I mostly put my cameras away, and have concentrated on punching holes in paper targets.”



**Did you bring your spouse to EGSA events and if so, please share anything you might wish to about their experience or that subject in general?"**

**Roman Gawlowski:** "We had 4 kids, so my wife mostly remained at home while I travelled the world. She did manage to come to several conventions with me, including one in San Francisco that came a few weeks after our 25th Anniversary captured in the top right photo.

We have 2 girls and 2 boys, from the youngest to oldest 3 years apart. The oldest, Katherine, has finished her doctoral degree in clinical psychology. We see her and the granddaughter quite often, as they live only about 30 minutes away. The younger daughter is a playwright and manages the education programs at the Lincoln Center in New York. She is working on finishing her dissertation for her doctorate at NYU.

The eldest boy is a photo and video editor for the Seattle Times. Dan has 2 Pulitzers and a Hearst Award, and he was also nominated for an Emmy this year.

The youngest, Andrew, or 'Bean', heads up a group of game testers at Nintendo."

When asked how a kid lands a job like that, Roman says, "he was an avid gamer and a group of his buddies decided to strike out on their own to Seattle and 3 or 4 of them have been there ever since. Through a friend, he found out that Nintendo was looking for people to test their games before they are released to market, he applied and got the job. Bean does warn that testing a game over and over to try to find errors in the program becomes work, not like playing the game for fun."

We certainly enjoyed catching up with Roman and we hope that he and Patricia will join us for an EGSA event in the near future.



*Top Left: Let's Go Way Back... pre-beard, to 1976! This photo was taken at a reception at Barber Colman.*

*Top Right: Selfies are so 2015...NOT! This photo was a selfie taken at the Golden Gate Bridge (looking South toward San Francisco) in 1994 at our EGSA event in San Fran.*



*2nd & 3rd Rows: Then and Now – Roman and Patricia during his EGSA presidency in 1995, and in a more recent photo since his retirement.*



# Don Panetta

– EGSA Past President 1994

Gordon Johnson Lifetime Achievement Recipient – Active Member 1973-1999

## The Fiery Italian and 1st Generation San Franciscan sat down with EGSA to discuss how the Association influenced his career and his list of friends

**D**on Panetta has an unmistakable twinkle in his voice! At 79 years old and a current resident of De-morest, GA, you can tell Don has been an artist all of his life...it is woven into his story like a tapestry of “engineer-speak” in his career path of tool & die design, and later, exhaust design, but don’t let the design part be overlooked, as Don has continued to keep himself busy designing well into his late 70s so far. He also is not daunted by technology either.



Don and his wife Claire took part in EGSA activities from early 1973 until Don’s retirement from EGSA Member firm, Selkirk Metalbestos, in 1999. They have come back from time to time and plan on attending our Spring Conference in March to celebrate EGSA’s 50th next month.

After Don graduated from high school in San Francisco in 1954, he joined the U.S. Coast Guard Reserves. He is a 1st generation San Franciscan, with his father hailing from Italy and his mother from the US. In August of ‘54, Don went active duty for the USCG and served his country for 2 years, received his honorable discharge in ‘56 and took off for Heald’s Engineering College (also in San Francisco) on the G.I. Bill to study tool & die design.

1958 was a big year for Don! He married in May, graduated in June and landed his first job (as a tool & die designer) at Metalbestos, also in June. Don was fortunate, not only did he begin, but he also ended his career with the same company, Selkirk Metalbestos, although the firm’s name and Don’s position with them did change a few times during their 43 years together.

“I remember being asked by the sales manager if I was interested in going into sales. Now, I thoroughly enjoyed what I did as a tool & die designer, so I discussed it with Claire and I remember my response being, ‘Do you have any openings?’ He said he was looking for someone to relocate to Indiana. So off we went to Indiana and I was in sales! Two years later, they asked me I would relocate to Logan, OH where I stayed for 3 years as an inside sales and traffic manager. After the snow that year, I told them I was leaving Ohio with or without them. Miraculously, a sales job opened up in Orlando, FL.

At that same time, Selkirk Metalbestos came out with our commercial product for (what we thought could be used for engine exhaust), so I became the spokesperson for the whole commercial side of Selkirk. Well, sitting in Florida, the chimney doesn’t get much use as you might

well imagine, so I began my quest for finding alternate uses for the product. I got together with an engineering buddy of mine in Orlando. He was designing the new Orlando Airport. He said, “Why can’t I use this product for a genset engine?” and when we started looking into it, we ultimately ended up putting 4 stacks at the Orlando airport and those 4 are still there in operation to this day.

It started the whole thing really...and that is where EGSA came in! I went to my first EGSA event in 1973 as the sales guy for Florida and South Georgia and I needed more info on engines and how to install engine exhaust systems!”

### Who was the most influential person in EGSA at the time when you were active? Why do you think that is true?

**Don Panetta:** “I would have to say, I have more than one influential person. There were actually a couple of EGSA Members who were there for me, right from the start.

The first EGSA Member who stands out is Jim Eaton of Onan Company. As I told you, our company had developed a product used on boilers and that it could be possibly applied to engine exhaust...we needed to know how to solve the problem of how to get our product used in alternative ways, or my move to Florida was not going to be a success.

So here I was at my first EGSA convention and I was told to find a gentleman by the name of Jim Eaton that might be willing to assist our firm in finding the answers we were seeking. I spent a lot of time trying to track Jim down during that convention, but as luck would have it, he found me! As I was approaching the coffee setup in the hotel lobby, a guy offered to pour me a cup since he already had the carafe in his hand...it was Jim Eaton and there he was pouring me a cup of coffee!!”

Ed Newell, of the Ed Newell Company, was the second person who greatly influenced my membership within EGSA. He sat down and told me everything that I needed to know about designing engine exhaust and the codes relating to the use and installation of engine exhaust systems....in other words, what the requirements were that were needed in order to design a system, things like pressure drop, flow and allowable back pressure....just general use of how to design – that was the big one and that came from Ed Newell.

It just so happened that the other day, I looked at Chapter 23 in *On-Site Power Generation: A Reference Book* and my chapter, Engine Exhaust, still stands in the 4th Edition. That Chapter is packed with the things that Ed Newell taught me,” Don marveled.

### What was your first impression of EGSA, Don?

**Don Panetta:** “Well, as you might expect from the first question, I was really impressed. Everyone I talked to, and was trying to learn from, was so cooperative, agreeable and helpful. I could see right away that if I wanted to be in engine exhaust for any length of time, I knew I needed to be in this group.



Guys from Cat, Onan, Detroit Diesel, Cummins, all fantastic....engine manufacturers as well as dealers and distributors! My part of what we were offering was the 'tail wagging the dog,' --- so they could have all very easily said, 'Who are you?' but nobody ever did that. In every way, that momentum carries us to the next interview question, because in addition to the work accomplished I have truly enjoyed the lifelong friendships... the Bauers the Whittalls, the Corens, the Weimers, the Daughertys, Gordon Johnson, Roman Gawlowski, Jack Rogers, Charlie Gears, even Steve Stoyanac...still to this day, those friendships have stood the test of time."

### Did you bring your spouse to EGSA events and if so, please share anything you might wish to about their experience or that subject in general?

**Don Panetta:** "For a while, when I became a new member, my wife Claire was unable to attend conventions with me, due to the fact that she was taking care of her ailing mother, but later, in and around 1985, Claire was able to attend regularly and also has made lifelong friends of her own. In fact for years, she had heard me talk about Warner and Donna, Nancy and Herb and Paul Johnson and his wife Gloria and all the others.

It all started in Innsbrook about 31 years ago. EGSA held the convention north of Tampa at a resort and I recall I had rented a car. When the valet pulled the car around I was ready to head to the airport, I saw Warner and Donna and asked where they were heading. When they said the airport, I said 'throw your stuff in' and we started our friendship right there in front of the hotel in Florida.

Since that time, we have travelled Europe 3 times together and we make a point to visit each other all the time. In fact, they just left after visiting Claire and I for a couple of days on their way to Florida.

Claire has great relationships with Donna, Nancy Whittall, Carolyn Winbery, Gloria, Nancy Weimer and several others."



*Top Left: Don Panetta stands in front of his EGSA Hall of Fame in January 2015.*

*Top Right: Working the room, Don in London at a tradeshow (1994) with his work colleagues from Selkirk.*

*Middle: To your health – Then and Now – Don and Claire in 2001 and in 2014.*

*Bottom: Lifelong friends to this day, Don & Claire and Warner & Donna Bauer have enjoyed several cruises and trips to Europe together. Here is a photo from 2009. (Warner not pictured)*

### Did you ever aspire to be in a leadership position within EGSA?

**Don Panetta:** "During the mid-70s, I took over as Chair for the Industry Standards & Codes Committee; how I got that position I don't know? I honestly think it was a 'I went to the bathroom and came back elected' kind of thing....Later on, after serving on the EGSA Board for a 3-year term, Jack Powell and Warner Bauer (unbeknownst to me) nominated me for Secretary/Treasurer and before I knew it, I was elected.

I told the Executive Director at the time, 'I can't spell to save my life, how will I make an effective Secretary?' I was told I could have a secretary to take the notes, so that was my only hold out...and from there, I went up the steps (Secretary-Treasurer, Vice President, President-Elect, President, Past President).

That being said, one of the greatest feelings that has ever touched me deeply, was the night I received the Gordon Johnson Lifetime Member status. I have them all on my wall...there's an acknowledgement by EGSA for the Timmler Award, Gordon Johnson, Outstanding work on the 4th Edition of our reference book presented in 2003, and the president's portrait and gavel. It was such a feeling, I can't explain, but if you take the whole of EGSA, imagine you are one bolt in the making of a genset...but all those bolts and other materials make up the beauty of that genset...that's what it felt like...and when that standing ovation happened, well, it was very overwhelming and humbling!"

### Any great rivalries or fun stories to share...any fun antics, tricks played, general good fun to report?

**Don Panetta:** "I can't really think of too many funny stories, but I have some great memories of the ones that I bonded with, I just very much appreciate the friendships...here's one I remember with a laugh...

I am sitting in as President in 1994 and we had a bad habit at that time of talking over each other during the board meetings; everyone

# Don Panetta

– EGSA Past President 1994

talked at one time. So there we were, everyone sitting around the table, we would ramble and ramble and talk over each other, finally I said, 'this is crazy,' and I went out during the break and told Jack Rogers (the Secretary-Treasurer at the time) to go and get me something. He returns with a piggy bank set up on its hind quarters, not the traditional kind and I said, 'okay, anyone that interrupts is going to put a quarter in the pig. Gordon Johnson was the EGSA Technical Advisor by then. He really was the grandfather of all the members and he had carte blanche as far as he was concerned...well, Gordon was the first one to break the rule and interrupt and I said, 'put a quarter in the pig,' and he looked at me like I was out of my mind, but begrudgingly, he put a quarter in the pig and then 3 minutes later, he did again. Another story that had to do with the pig was when Charlie Gears joined the Board. He immediately puts 3 dollars in the Pig when he joined, before the meeting even started and said 'okay, I am covered' and poor Jack ended up having to cart the pig home after each meeting...but soon enough, we were able to really get business done, haha, but that pig and Gordon...he was nailed for a couple of quarters and the pig worked!"

## **If you could tell a prospective member one thing about your experience as a Member, what would you impart to them?**

**Don Panetta:** "You are joining an organization that you can get so much out of if you contribute as well, it really works both ways...you have to put something in, like a bank account, if you are willing to help other members and to help EGSA grow, you will benefit, I guarantee it!"

## **Tell us about your hobbies and interests outside the Power Generation Industry. They can be past hobbies or what you are up to at the moment!**

**Don Panetta:** "I have enjoyed many artistic hobbies. I enjoy creating stained glass pieces. When I moved to GA, I started making some large pieces, 3 feet by 2 feet high, everything from window displays to Christmas decorations.

I made our bed, solid oak, weighs a ton, the coffee tables, end tables in our family room, kitchen islands for my daughter, I putter around. I also cross stitch...I have done some pieces of the buildings at Williamsburg, black thread on white cloth...they look like pen and ink drawings, but they are cross stitched. I also enjoy some volunteer work...I stay busy."

Don was a very lively interview subject and we hope that he and Claire will join their life-long EGSA friends for our 50th celebration! He gave much to our Association and he plans to drive down to join us for the fun in Jacksonville!

# Arthur Coren

– Zenith Controls, Chicago, IL – EGSA Past President, Member Emeritus and Leroy Carpenter Award Recipient – Active Member from 1968-1999

Arthur Coren spent most of his career in Power Generation at Zenith Controls (1954 -1999) and is a Member Emeritus of EGSA. Though retired now, Art was an active member for 30 years, from 1969 until his retirement in 1999.



During those years, Arthur was instrumental in building Zenith, and in his support of EGSA. He remembers attending his first EGSA meetings in the late 60s, when a small group of military suppliers met in Detroit to develop defense industry standards. Arthur recalls initially feeling that these efforts were not in line with Zenith's direction, but that soon changed, and he became active a few years later.

Talk about active! You would have to be, considering all of his EGSA accolades. Arthur was EGSA President in 1978. He won the Carpenter Award in 1978 and in 2001, EGSA awarded him the prestigious Gordon Johnson Lifetime Achievement Award for his contributions as a President, Director and Committee Chair.

## Who was the most influential person in EGSA at the time when you were active?

**Arthur Coren:** "When I returned to EGSA, John Ford was President. That was around 1971-72. With John's knowledge and industry experience, we formed a close bond – both in the workings of the Association, and on the tennis courts. At that time, my biggest honor was when Herb Whittall moved John and I to the front of the tennis group.

I was also greatly influenced by some of the early presidents: Ed Goodpastor, Bill Timmler, Marty Bever, Chuck McDonald, Loren Mages and Gordon Johnson. We all became good friends and looked forward to being together at the meetings."

## What did you enjoy the most about being a member of EGSA?

**Arthur Coren:** "The opportunity to help shape industry standards, and to be able to work with competitors, suppliers and customers for the benefit of the industry were my top three. I was part of the move from EGSMa, to a more inclusive, EGSA. I was also involved in making the move from our original management company to the Kellough Group. On a lighter note, I was part of the small group of people involved in moving the winter meetings from the freezing Chicago environment to sunny southern climes."

## Did you ever aspire to be in a leadership position?

**Arthur Coren:** "Actually, my involvement in EGSA leadership occurred in a reverse order. I was asked to become an Officer in the mid-70s, and be-



*Left: Today, Art Coren enjoys life in Long Boat Key on the west coast of Florida.*

came President in 1978. In that role, I became very active in our convention planning committee. After I completed my role as President, I assumed the position of Convention Planning Chairman. That too, proved to be a challenging position."

## Tell us about an EGSA rivalry, surely in 30 years, you have one to report!

Arthur Coren: "To copy Herb Whittall's interview, when I was the Tennis Chair, I had a good time making fun of all the golfers. My point was always that golf is the only sport that attracts lousy jokes; and that tennis is a much more serious game."

## Tell us about your greatest EGSA accomplishment?

**Arthur Coren:** "It actually isn't one of my personal accomplishments. My greatest pride was watching my son, David I. Coren, take over as Chair of the Convention Planning Committee, and do a spectacular job in handling those challenges. I will also be grateful to EGSA for establishing the David Coren Scholarship Fund."

## Share with our readers some of your lessons learned in 30 years of membership in EGSA?

**Arthur Coren:** "It was quite a simple lesson, really. I learned that a diverse group of people — competitors, suppliers, and customers, can work together to build an Industry. One of my toughest life adjustments was selling my company to the General Electric Co, at the end of 1999 and leaving the industry and EGSA."

## How about your hobbies and interests, any to report?

**Arthur Coren:** "My wife, Judy, and I are now Florida residents. We spend half of our time in Longboat Key, and half of our time in Illinois. We enjoy watching our grandchildren become adults and start their own careers. We attend classes, travel, and of course, I still play tennis," he ends with a smile in his voice.

**Editor's Note:** As of Q4, 2014, EGSA has awarded over a quarter of a million dollars in scholarships for students in Power Generation. Named for Arthur's son, David, the David I. Coren Scholarship Program was launched in 2002 and has served more than 100 students since the Program's inception.

David is remembered for his desire to succeed, his ability to motivate and inspire and for his leadership.



# Leo LeBlanc

– Nixon Energy Services, Charlotte, NC - EGSA Past President, Served twice on the EGSA Board of Directors, Two-time Timmler Award Recipient (1997, 2007), Leroy Carpenter Award Recipient (1999) and EGSA School Instructor– Active Member from 1992-2009

## Leo Fondly Recalls Working Hard and Playing Hard During His Years of Active EGSA Membership

Leo LeBlanc's reputation definitely preceded him! This Interviewer, perhaps due to the people met in the industry thus far, would be hard pressed not to know about each of the great member firms that Leo has been with in Power Generation. Not just the great firms, but also great recognition from his peers too! There are only a handful of people in the hall of EGSA Fame that have been an EGSA Board Member twice in their lifetime and he is the only two-time Timmler Award winner, which is given to EGSA Members for their exemplary work on EGSA Committees.



Leo has EGSA in his blood and while he is quite the charmer, he is also a very motivated individual. He doesn't shy away from the work or the glory. Leo recounts, "I remember Ed Murphy (EGSA 2015 President) introduced me on the EGSA stage like this, 'This is my father-in-law, Leo LeBlanc. He has never met a microphone he didn't like' and Ed was right."

He adds, "Speaking of Ed, he has a lot of energy and knows what has to be done. He will make a fine EGSA President this year. He has a lot to contribute and works hard."

With that being said, Leo and I took off on the writing journey that would become our Powerline Magazine interview.

### Who was the most influential person in EGSA at the time when you were active? Why do you think that is true?

**Leo LeBlanc:** "Arthur Coren was the rock in my time. For example, we would have a Board Meeting and everyone would have their own thing going on, the structure was a little looser back then, and Art would bring it back to center. He did so much for the leadership of this Association.

Charlie Gears was another one....without fail, I swear he would spill his water on my area of the Boardroom table in every location that EGSA met and somehow, he was the opposite of what I admired about Art, we could never get to center with Charlie! He was such a funny guy, but brilliant on the technical side. He was the absolute consummate people person. Charlie was a series of contradictions, because as much as he was social, he was also a motor head. He had a number of hot rods he built, a real motor head.

I hope to see both of them at the "pah-dee" (party with no "r") in March. When I look back, I really had a lot of fun, we worked our butts off, but it was so much fun...an absolute blast!"

### Speaking of fun, do you have any great rivalries or fun stories to share?

**Leo LeBlanc:** "Boy, do I...but some might land me in hot 'waddah'....let's see, I Chaired the Tennis Tournament during the intense rivalry years between tennis players and golfers in EGSA. At the time, Steve Stoyanac (EGSA Past President 2004) headed up the golf group, so when it came time for the awards, there was always a lot of shenanigans and trash talking. It made it fun...but I guess later, when my knees went bad, I jumped ship and began playing golf. I received my fair share of crap for this, but Jalane Kellough (EGSA), Pablo Arena (Planelec), Steve Stoyanac (Chillicothe Metal today) and I had some great times on the green."

### What was your first impression of EGSA, Leo?

**Leo LeBlanc:** "I absolutely do remember ...when I first joined EGSA, it was the good ole' boy network.

In my opinion at that time, the distributors and dealers were ignored, the manufacturers held all positions of power, from Committee leadership to the Board positions and if you looked at the Industry as a whole, there were a lot more DDs than there were Manufacturers in our universe. There wasn't a lot of growth in the organization during that part of the cycle.

That being said, over the years, I am proud of the fact that this changed. I also feel like I own a piece of that change. I brought in a few great young people during my time with EGSA. Young people like Deb Laurents, Ed Murphy, the Hafich brothers, we needed a breath of fresh air and I feel like I contributed to that by nurturing a few great young talents."

### Were you a Member of any particular Committee? If so, do you have a particular story you would like to share about that experience that might be impactful to one of our younger readers?

**Leo LeBlanc:** "Well, I would say that my more impactful stories are related to EGSA Committees, because that was one area I really enjoyed. It makes me very proud of several things during my membership and leading up to my year as EGSA President.

I am proud of the work that I did with George Rowley on the EGSA Technician Certification Program.

Being an EGSA School Instructor was such a great job! You have students ranging from those who don't know a Kilowatt from a Megawatt and it's your job to first find out everyone's background/level of expertise in Power Generation, so that you in turn, could teach to that level.

I also tremendously enjoyed working with the Distributor Dealer Council. I realized back then that the DDs needed a voice on the Board and within the organization, and so soliciting people like John Kelly (EGSA President 2011), Vaughn Beasley (EGSA President 2014), Dale Slemp (EGSA President 2006) and Hafich boys (Bob is EGSA President Elect in 2015) to get energized about that Committee was really memorable. We went

from meetings that had just 4 or 5 people to grow exponentially over time. We even had our own DD reception at one time!

I was involved in the Conventions Planning and Membership Committees at different times during my membership too. I also have to say that Jalane Kellough was such a guiding force. She recognized what I was trying to do and was so helpful when I was President. I look back on the years and in hindsight, we got a lot done. We have also come a long way too. When I was President, we had close to 300 Members and now look...in our 50th year Ed tells me we are approaching a thousand.

During my year as President, we also rolled out the David I. Coren Scholarship Program. All of these mountains we climbed, if that isn't motivating and impactful to the younger readers you mentioned, I don't know what to tell you."

**I guess you have somewhat answered my last question already with some of your personal shares, but do you recall a story that epitomizes EGSA colleagues working together for the good of the industry (not just themselves or the firms that they work for)?**

**Leo LeBlanc:** "Well, I think that when the Codes & Standards Surveillance Committee bands together, say when new legislation is coming up, they really step up and fight against what they think is wrong or champion what's right. It is so nice to see that happen, even today, it continues."

**What did you enjoy the MOST about being a Member of EGSA?**

**Leo LeBlanc:** "I think the networking at EGSA Conferences has always been top notch. Plus, being a Member, you learn important industry news like where the growth will occur, you gather intel, you know what is coming out, what's hot. I remember we had one of the most brilliant guys from Marathon Electric, Ray Kacvinsky, who was really great at forecasting. That was a real skill that made the group as a whole, stronger.

Funny side story, when Ray was President and we had the party for the Past Presidents & Board in his suite, I took all the toiletries (that the hotel provides) and hid all of them under the sheets. Ray's wife, Mary, knew exactly who it was, so I ended up sending a dozen roses to her in apology, haha, it was worth it.

It is a great group and the quality of the Members has shockingly gotten better over time. There is a whole new mix, but it seems to me that we are financially solvent, active, increasing branding and we are making power generation a recognized industry of first responders.



*Top Left: Eye, Eye Sir! Leo was a member of the U.S. Coast Guard from 1958 to 62. This gave him a firm foundation in Power Generation!*

*Top Right: Is that Santa? No, that is Leo in 2014 enjoying the holidays with family and friends!*

*Center Left: Leo Hamming it up the 2011 EGSA Spring Convention in New Orleans.*



*Center Right: (left to right) Erin Murphy, Leo, Conor and Michelle Murphy all have fun visiting Grandpa in North Carolina in 2010!*

*Bottom: (left to right): Alex and Nick Jaslowich, Leo, Erin and Conor) Leo and his four grandchildren spending time together!*



**Tell us about your hobbies and interests outside the Power Generation Industry. They can be past hobbies or what you are up to at the moment!**

**Leo LeBlanc:** "Being from the North East, lobstering is really my favorite past time. I was active, a strong tennis player and snow skier, but that ended when I had both knees replaced."

**How do you think new Members can benefit most from their involvement in EGSA?**

**Leo LeBlanc:** "Whatever area of the Industry you are involved in, you should join an EGSA Committee that closely relates to your business and make it active! You can contribute greatly, but it will also pay off. If you are new, it is the singular best way to make a name in the industry at-large."

We really enjoyed our time with Leo. He was a great interview candidate and a wonderful story teller!

# John E. Kelly, Jr.

– EGSA Past President 2011

Active Member 1997 to Present

## With the ‘Luck of the Irish’ EGSA sits down with a Mid-Atlantic Region Generac Dealer to discuss his passion for a standardized test and how EGSA influenced his drive for EGSA Certification as an industry standard.

**J**ohn E. Kelly, Jr. is EGSA's 46th President. In his day job, he is also the President of Kelly Generator and Equipment, Inc. (KG&E) serving the on-site power needs of the Mid Atlantic since 1991 (generator sales, rentals, service, training and parts support).



John is one of those guys that has the business acumen to lead a firm as large as KG&E, but he also possesses the technical skill set of a Master Electrician. He can boast extensive experience...working with every product line of electrical generation (and related) equipment and he has worked in virtually every non-manufacturing aspect of the generator industry.

John has particular expertise in maintaining mission critical power applications (i.e., hospitals, data centers, nursing homes, emergency response centers). His experience as an electrical tradesman, generator business owner, and as a leader in the industry enabled him to represent EGSA well as President. John also is a great example of what an active member of EGSA looks like in our industry today.

Since the late 90s, John has been an active Member of EGSA, rising up the ranks by chairing the Distributor Dealer Council from 1997 until 2002. He also served on the EGSA Board of Directors from 2005 until 2007 and joined the EGSA Executive Board from 2008 until 2012. John has worked on both the Education and Communications & Conferences Committee during his tenure as a Member. He is currently the Chair of the 50th Anniversary Working Group as a part of his work on the C&C Committee. He has left a legacy in multiple areas, including being a member of the Strategic Long Range Planning Committee and a founding member of the EGSA Technician Certification Committee.

During John's EGSA presidency, he publicly challenged the DD Community within EGSA to champion EGSA Certification with "The Kelly Challenge." He reached out to EGSA Member firms and individuals to help further establish EGSA and the EGSA Technician Certification Program as an industry standard to actively influence the writing of service contract specifications to include the requirement to any winning company to employ EGSA Certified Technicians.

And here, our interview begins...

### Who was the most influential person in EGSA in your time as an active Member? Why do you think that is true?

**John Kelly, Jr.:** "While I have enjoyed many memorable relationships and

friendships, without a doubt, Leo LeBlanc is my personal "most influential EGSA Member." Leo was a mentor to me. I was really impressed with him from the very beginning of my membership. He was involved in all aspects of EGSA Membership it appeared, between his Committee involvement and his years on the Board and Executive Committee. I also feel like Leo was the key link to energizing the Distributor Dealer community to really get involved in EGSA, and by association, connect them to the industry at-large.

Leo saw potential in me as a future leader and he helped nurture my growth in EGSA. I ended up following in his footsteps in his leadership of the DDs and the explosive growth we experienced back then. I see it happening again today!

In the later 90s, the DD Community took off, got engaged, got involved and he was the brains behind a lot of that energy. Leo not only conceptualized the Technician Certification Committee, he was instrumental in helping me to form my own opinions and ideas on where the program could eventually go and how important it is to our industry.

Leo saw the potential for EGSA if the DDs got more active and with Dale Slemph riding shotgun, did something about it. His efforts were Herculean on behalf of the DD Community."

### What was your first impression of EGSA, John?

**John Kelly, Jr.:** "My first conference was Las Vegas. It also coincided with it being the first time EGSA had held a DD Committee Meeting. I think we called it the Distributor Dealer Council Meeting back then. I remember I was pleasantly surprised that they had something for us. That was the big reason I got involved right away.

There were also many people who were friendly enough to get you involved and take you under their wing. At these first meetings I attended, I didn't take Deb or the kids, and I was still young (39) I was receptive to getting as much from the experience as I could."

### Where would you like to see EGSA headed in the next 50 years?

**John Kelly, Jr.:** "As more RFPs that contain the EGSA Certification requirement emerge, there is a greater incentive for companies who are serious about generator service and maintenance to have their techs EGSA certified.

A generator is not just a piece of equipment; it is an investment (in expertise) that assures an end user that power will be there to meet their needs. A generator operator's most critical purchase decision should include the quality of after-market support behind the equipment. I hope that perhaps sooner than your 50 year crystal ball prediction from me, we will see an industry where EGSA certification is a requirement industry-wide and that it is written into any specification that concerns safety and quality from a generator tech.

I also am firmly a proponent of our Strategic Long Range Plan. Having sat on this Working Group, I know that the Plan provides us with a consistent roadmap to follow. It is also a benchmark for our successes and losses as a community and I like that."



### **How do you think new Members can benefit most from their involvement in EGSA?**

**John Kelly, Jr.:** "The best benefit to me has always been networking. You have to be active and work closely with people. It also has to be a little of both. Networking isn't just having a beer at a reception with someone in the industry; it comes from working on committee initiatives and doing some heavy lifting to be considered proper networking in my book."



### **What do you enjoy the MOST about being a Member of EGSA?**

**John Kelly, Jr.:** "The camaraderie, the conferences, many people join, but we only see them at POWER-GEN International or other industry-related functions. They really need to turn their attention to us once they join, because everyone who is really making something happen in power generation is involved in our EGSA community."

### **Did you ever aspire to be in a leadership position within EGSA and if so, what role and why?**

**John Kelly, Jr.:** "I was willing to serve, I didn't have a set goal in mind, but I had a desire to make a difference and see certain things change in priority. It is easy to get involved in EGSA, you just raise your hand and you get involved. You can also expect to receive great reward from all of your combined experiences."

### **Can you provide a testimonial for any of our products that might be impactful for a younger reader today?**

**John Kelly, Jr.:** "I have already discussed how I feel about EGSA Certification, so I will talk about our greatest tangible product, Powerline Magazine."

*Powerline Magazine* connects you with the industry. I would really like to see everyone subscribe and use the magazine more and more as a means of traditional communication between conferences. Consider the advertising, our vendors, the EGSA News...Powerline gives everyone a great lay of the land...and we need that more and more as our industry grows."



*Top Left: John Kelly and his wife, Deborah actively attend EGSA events each year and are integral to the EGSA family.*

*Top Right: Here's a photo of John in 2015!*

*Center Left: Here is John enjoying his favorite pastime, fishing. He gets out whenever possible to reel in the big ones!*

*Center Right: (l to r: John Kelly, Jr., Vaughn Beasley, Laura Kelly). We warned him this photo would re-surface! This photo, taken at our Spring Conference in 2013, showcases John's active participation just in time for St. Patrick's Day (John's favorite Irish holiday!).*

*Bottom: John with son John Kelly III at EGSA's 2014 Spring Conference in Savannah, GA*

### **If you could tell a prospective Member one thing about your experience as a Member, what would you impart to them?**

**John Kelly, Jr.:** "It creates a much deeper understanding of our industry to me, as a Member of EGSA, which helps you make better business decisions, both personally and professionally."

### **Tell us about your hobbies and interests outside the Power Generation Industry. They can be past hobbies or what you are up to at the moment!**

**John Kelly, Jr.:** "Fishing, skiing, bicycling. I took up snow skiing when I was 50 and I jumped in feet first. Still hear the bugles calling...what can I say?"

# Packaging Project No Longer a Dream in Wever

## A County on the Crossroads of America Makes a Comeback

By Bobby Metzinger, Marketing & Media Relations Manager, International Supply Co.



For most of the country, a mention of Lee County, Iowa over the years might not raise an eyebrow. Sure, the county is known for breathtaking views of the Mississippi River and home to the oldest working state penitentiary west of the aforementioned Mississippi in Fort Madison, but the county had been singing the jailhouse blues to the tune of the worst employment numbers in Iowa. Needless to say, there wasn't much light on the horizon.

Fortunately, the past decade has seen an economic resurgence in manufacturing and renewable energy jobs, and currently one of the largest construction sites in the Midwest – the Iowa Fertilizer Co. – has been helping Lee County rise from its spot on the far southeastern corner of the state to national prominence.

Located between Burlington and historic Ft. Madison in the village of Wever, the Iowa Fertilizer Co. plant is a \$1.8 billion facility set to go online late in 2015. A wholly owned subsidiary of OCI N.V., IFCo will also be the first globally-distributed fertilizer plant completed in the United States in the last quarter century, drastically reducing domestic dependence on imported ammonia, urea and UAN, which is a solution of ammonia nitrate and urea in water used as fertilizer. In the land of soybeans and corn, fertilizer is primed to be another cash crop for the great state of Iowa.

Over twenty years have passed since the Great Flood of 1993 triggered a massive levee break which ravaged what is known locally as the Green Bay Bottoms, where this 320 acre construction site now rises, and according to Iowa governor Terry Branstad, “is an investment that’s going to be here for 50 years or more.” As a result of the IFCo plant, over 700 indirect jobs have been created in the surrounding area; once complete, 165 permanent jobs will be created to run day-to-day operations. You’ll find construction workers grabbing their morning coffee or mid-day lunches at the local BP gas station or taking in a game at the Buffalo Wild Wings up the road in Burlington, another town that has reaped the economic benefits of the Iowa Fertilizer Co.

A logistics provider dream-come-true, the plant is bordered by barge traffic on the Mississippi, dissected by Burlington Northern Santa Fe (BNSF) rail lines that connect the ports of Los Angeles and Long Beach to distribution centers in Kansas City and Chicago, and the US-61 corridor, which connects Interstates 88, 80 and 74 in the Quad Cities and Interstates 70 and 55 in St. Louis, making coast-to-coast and border-to-border product allocation well within reach.

### Dream Team Clears Hurdles to Power Plant

Cedar Rapids, Iowa-based Altorfer Power Systems was tasked with providing the Iowa Fertilizer Co. with several standby generators, and one of the units installed was a CAT C175-20. Teaming with International Supply Co., the project was a challenging endeavor for both companies. Resting on a UL 142 fuel base, the unit was the first of its kind sold by Altorfer, but an experienced and professional team, led by service technician Brett Peters, was solidly in place for project delivery -- even though the site itself proved equally challenging.

“Being situated in the largest construction site in Iowa, you’re dealing with incredibly rough and torn up terrain, so getting your trucks in and out, navigating a crane or hydraulic lift through a sea of cranes and other construction equipment -- just the sheer size of everything around you -- made it a pretty daunting task,” said Peters. “(Lead Altorfer engineer) Ralph McDowell had the eyes-open attitude and experience as well, so his leadership during installation was key,” he said.

With over 2,000 workers, a massive amount of vehicular traffic and rigorous safety inspections, unit reassembly was going to require poise, precision, and most of all, patience. “You’re just at the mercy of the job site,” Peters said. “When a crew is ready to go, you don’t ask questions, you just go.”

### Packing a Punch

Standing over eight feet tall and capable of creating four megawatts of electricity, the unit installed is a four-stroke, water-cooled diesel engine fed by CAT’s ACERT common-rail fuel injection system, which helps keep consumption low, recovery time to a minimum, and efficient starting in cold weather, which will be paramount during southeastern Iowa’s bitterly cold winters.

“It’s an awesome machine, capable of accepting 100% of its rated load in a single step,” remarked Altorfer Power Systems Sales Representative Dave Harris. “This (Wever project) will be one of the first 4,000kW diesel packages of its kind installed in the U.S.”

### Shipping and Site Synchronization

Logistically for ISCO and Altorfer, shipping the base, genset and enclosure had to clear a number of hurdles to arrive in Wever, simply due to the height, width and weight of the pieces.

“On U.S. 34 (between Galesburg, Illinois and Burlington, Iowa), the driver of the enclosure had to navigate around a

major construction zone because of width restrictions,” noted ISCO Shipping Manager Pat Golden. “The driver also had to maximize his daytime driving because of weight class restrictions, so we’re fortunate this job was close to home,” Golden said.

Peters also noted “we only had a certain weight class of crane for a set time and if another group needed that crane at another location, it was going to be on the move, so we also had to maximize our rigging time on the job site.”

**On-Site Solutions Engineered for Success**

For ISCO, clearing several on-site physical footprint hurdles were tasked to Engineering Manager John Watkins, who determined that the best plan of action was to secure the radiator to the roof of the enclosure, instead of being engine mounted, and to run the exhaust piping system and discharge hood off the roof and back end of the enclosure, respectively. “Since this unit is one of the larger gensets we’ve packaged, we did things a bit differently and ‘outside the box,’ if you will. Normally, the radiators are engine mounted, but the engine size prohibited that,” Watkins said. “We knew we could build up on-site at Wever, so the radiator and exhaust piping went to the roof.”

ISCO Sales Representative Chuck Smith echoed Watkins’ sentiments when he said that “with each unit we package from now on, we’ll have the ability to take those additional radiator and exhaust components to the roof if necessary. We’ll obviously have to deal with the size of the pad that’s laid out for us on-site, but knowing we have the capability to engineer and manufacture an enclosure of that size that can withstand a large radiator unit and exhaust piping is significant for us,” Smith said. “We will see more units in the coming years and we will have the solutions to handle footprint restrictions.”

The C175-20 is one of three ISCO-packaged and Altorfer-supplied generator sets on-site at the Wever plant, ensuring the ultimate in standby power is available for the Iowa Fertilizer Co. and that if peak-shaving demands are necessary, IFCo has the means to cut utility costs. ■



For more on International Supply Co., visit [www.elhisco.com](http://www.elhisco.com)  
For more on Altorfer Power Systems, visit [www.altorfer.com/power](http://www.altorfer.com/power)



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### Tackling the Terminology – Why EGSA Has a New Term that stands for Lean and Mean and Other Thought-Provoking Questions!

**Working Groups...** it is relatively easy to conjure a vision of what a working group is, right? A group of people working together for a common goal sounds like a pretty solid guess. While the EGSA Working Group is a more recent term in EGSA jargon, don't let its age fool you. The EGSA Working Group is the lean and mean cousin of the Sub-Committee, scrappier, you might even say!

**So Why Not Sub-Committee?** “A Working Group is formed to accomplish a specific goal, that goal can be short or long term, but when the goal is accomplished, the group disbands,” says Todd Lathrop, of Eaton Corp., EGSA Board Member 2011-2014 and the Chair of the EGSA Working Groups for the Codes & Standards Surveillance Committee (C&SS).

“A Sub-Committee, as it is used by EGSA, is more aptly defined as an offshoot of one of our 10 EGSA Committees. A Sub-Committee is formed when a Committee determines that they need a group to work on a project or topic that is ongoing. The best example of this is the On-Site Reference Book Sub-Committee. As Michael Pope, Director of Education for EGSA might gladly remind you, this work is ongoing...it never stops! The Sub-Committee and the Working Group both require Board approval and function as smaller committees in their leadership structure (Chair, Vice Chair, Secretary) except a Working Group doesn't have a Board Liaison and a Sub-Committee does.

For the record, the Board Liaison, in all instances, is the person within a group who acts a conduit between the group and the EGSA Board of Directors.

**What about a Task Force?** “Think of it as a small scouting group. They are sent out by the tribe to supply the tribal leaders with pre-con and re-con and all of that good stuff on a particular topic, says Steve Sappington, who is currently a Member of the EGSA Exploratory Task Force. “The reason that Vaughn Beasley chose to name the group as a Task Force, is that this is a group that is put together to research and determine whether we should move forward on a subject.”

As a footnote to this, once a Task Force has found the answers that were being sought, the Task Force would more than likely change names at the end of the deep dive. “Whether the group determines that we move forward or whether we do nothing at all, the group would change names or disband”, Sappington continues.

For more information on EGSA and our terminology, visit [www.egsa.org](http://www.egsa.org)! ■

### Past President Ike Davidson Passes Away

Regrettably, EGSA Past President Ivan “Ike” Davidson passed away on December 4, 2014 at the age of 82.

Born on August 21, 1932 to Lola (Steele) and Frank Davidson in Riverside, IA, Ike was raised primarily in both Davenport and Des Moines, IA. Mr. Davidson attended the Milwaukee School of Engineering. In 1952, he joined the Air Force and served during the Korean War. Following his service, he worked as a Sales Engineer in the electric motor industry.

In 1963, he started I.L. Davidson Co., and later Davidson Sales Co. of Daytona Beach, FL. Mr. Davidson and his wife, Joan traveled extensively and were active in industry associations including the Electrical Generating Systems Association (EGSA), where he served as President in 1991.

He will be greatly missed by his wife, Joan; his daughters, Gayle and Mary Davidson; step-daughters, Shelley Scott and Tracy Lukavsky; brother, Jack (Judy) Davidson; and sister, Suzie (Jerry) Stanton. Ike was preceded in death by his parents; and son, Michael Davidson.



### Michael Kickham of Kickham Boiler Passes Away

Michael F. Kickham passed away on December 30, 2014. At the time of his death, Mr. Kickham was Chairman of Kickham Boiler and Engineering, Inc. He celebrated his 60th Anniversary with the Company in August 2014. He was honored by International Boilermakers Local #27 with a plaque that read “Boilermakers Local 27 appreciates all the years you have devoted to our organization. You are a man of Integrity and Honesty. You have made our Union stronger because of your dedication and loyalty. Your contributions to this Local have made things better for our members, and will never be forgotten.”

Michael was the beloved husband of the late Kathleen A. Kay Kickham and father to the late Kathleen Ann Kickham Hoover and the late Patricia Kickham. He will be missed dearly by his children, Mary Catherine Kickham (Patrick Hickey), and Michael Francis (Maureen) Kickham Jr.; and his grandchildren, Michael Francis Kickham III, Kathleen Elizabeth Kickham, Michael Francis Godfrey Hickey and Kathleen Katie Ann Hickey.

Michael Kickham served in the U.S. Army from 1951-1953 in Japan and Korea. After the service, he began his career at Kickham Boiler as a salesman while attending and graduating from Saint Louis University. He was a founder and Board member of Century and Founders banks. He also served on the Board of Directors of Mark Twain Parkway Bank and Spanish Lake Bank. He was a past member of the Board of Governors of the Missouri Athletic Club and the Club's Vice President from 1982-1983. He was also past Chairman of the St. Patrick's Day Parade Committee. He was a former councilman for the City of Florissant. He was appointed by two Governors to the Missouri Air Conservation Commission and testified before the U.S. House and Senate in support of the Clean Air Act of 1973. His passion and love of life, family, friends and all things Irish will be dearly missed. ■



# Application for Membership

## ELECTRICAL GENERATING SYSTEMS ASSOCIATION

1650 South Dixie Highway, Suite 400, Boca Raton, FL 33432 • 561-750-5575 • FAX 561-395-8557  
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Under the leadership of its Board of Directors and operating through its various committees and staff, EGSA strives to educate, provide networking opportunities and share relevant knowledge and trends with industry professionals including manufacturers, distributor/dealers, engineers, manufacturer representatives, contractor/integrators and others serving On-Site Power consumers.

EGSA MEMBER CLASSIFICATION & DUES SCHEDULE (Choose appropriate membership below and enter amount in box #3 on reverse)					
FULL MEMBERSHIP		Annual Dues	Initiation Fee	TOTAL DUE	
<input type="checkbox"/>	<b>MF Manufacturer Membership</b> Any individual, sole proprietor, partnership or corporation seeking membership must apply for a Full Membership as a manufacturer if they meet one or more of the following criteria: 1. They manufacture prime movers for power generation. 2. They manufacture generators or other power conversion devices producing electricity. 3. They manufacture switchgear or electrical control devices. 4. They manufacture or assemble generator sets, UPS systems, solar power, hydropower, geothermal, or any other power production or conversion system including related components or accessories for national or regional distribution. 5. They are a wholly owned subsidiary of a firm that qualifies under rules one through four.	\$870	\$200	<b>\$1,070</b>	
<input type="checkbox"/>	<b>DD Distributor/Dealer Membership</b> Any individual, sole proprietor, partnership or corporation actively engaged as a distributor or dealer for products listed under Manufacturer Membership may apply for Full Membership as a Distributor/Dealer. If an organization qualifies under Manufacturer Membership, it is not qualified under this section.	\$310	\$100	<b>\$410</b>	
<input type="checkbox"/>	<b>CI Contractor/Integrator Membership</b> Any individual, sole proprietor, partnership or corporation actively engaged as a Contractor or Equipment Integrator of products listed under Manufacturer Membership, not bound by brand, geographic territory or contractually obligated as a Distributor/Dealer of a specific product. These firms typically purchase products from a Distributor/Dealer, Manufacturer or Retailer, adding value through installation, product knowledge, relationships, unique services, etc., and then re-sell the resulting product to an end-user.				
<input type="checkbox"/>	<b>MR Manufacturer's Representative Membership</b> Any individual, sole proprietor, partnership or corporation actively engaged in the representation of products listed under Manufacturer Membership may apply for Full Membership as a Manufacturer's Representative. If an organization qualifies under Manufacturer Membership, it is not qualified under this section.				
<input type="checkbox"/>	<b>EM Energy Management Company Membership</b> Any individual, sole proprietor, partnership or corporation engaged in energy management, including Energy Service Companies (ESCOs), Independent Power Producers (IPPs), Integrators, Aggregators, and other similar enterprises may apply for Full Membership as an Energy Management Company.	\$210	\$100	<b>\$310</b>	
ASSOCIATE MEMBERSHIP		Annual Dues	Initiation Fee	TOTAL DUE	
<input type="checkbox"/>	<b>Associate Regular Membership</b> (Select Appropriate Category Below)	\$210	\$100	<b>\$310</b>	
<input type="checkbox"/>	<b>Associate Full Membership</b> Any individual, sole proprietor, academic institution, student, partnership or corporation meeting the requirements of Associate Regular Membership may apply for Full Membership at their option to <b>enjoy the privileges of Full Membership, including the rights to vote and to serve on EGSA's Board of Directors.</b> Initiation fees and annual dues will be assessed at the existing non-manufacturer Full Member rates. (Select Appropriate Category Below)	\$310	\$100	<b>\$410</b>	
PLEASE SELECT ASSOCIATE MEMBERSHIP CATEGORY	Associate Membership Categories - Select One				
	<input type="checkbox"/>	<b>AA Trade Publication Membership</b> Any trade publication dealing with the electrical generating systems industry or its suppliers may apply for Associate Membership—Trade Publications.			
	<input type="checkbox"/>	<b>AB Trade Association Membership</b> Any trade association made up of individual or company members sharing a common interest in the electrical generating systems industry may apply for Associate Membership.			
	<input type="checkbox"/>	<b>AC Engineer Membership</b> Any consulting or specifying engineer may apply for Associate Membership—Engineer. Membership may either be held in the employer's name or individual's name under this classification. Individuals whose employer qualify as a Full Member, as described in the Full Membership section, do not qualify for this category.			
	<input type="checkbox"/>	<b>AD End-User Membership</b> Any individual employee of a company who owns or operates electrical generating equipment and/or related switchgear or components, whose responsibility to his employer includes planning, design, installation, supervision, or service of such equipment may apply for Associate Membership—User. Membership may either be held in the employer's name or individual's name under this classification. Individuals whose employer qualify as a Full Member, as described in the Full Membership section, do not qualify for this category.			
	<input type="checkbox"/>	<b>AE Service Membership</b> Any individual, organization or academic institution that offers services such as research, testing or repair to the electrical generating systems industry may apply for Associate Membership—Services. Membership may either be held in the individual's name or the organization's name under this classification. Individual companies whose employer or parent organization qualifies as a Full Member, as described in the Full Membership section, do not qualify for this category.			
	<input type="checkbox"/>	<b>AG Educational Institution Membership</b> Any postsecondary vocational-technical school or college offering on-site power generation-related instruction may apply for Associate Membership—Education Institution.			
	<input type="checkbox"/>	<b>AM Military Membership</b> Any individual who is currently enlisted, or who has been discharged, or has retired from the US or Canadian Military may apply for membership within this category. Proof of military engagement is required by either current Military ID card or honorable discharge documents.	\$50	N/A	<b>\$50</b>
	<input type="checkbox"/>	<b>AR Retiree Membership</b> Any individual who retires from a member company may apply for Associate Membership—Retired. This classification does not apply to any individual who is employed more than 20 hours per week.	Complimentary		<b>\$0</b>
	<input type="checkbox"/>	<b>AF Student Membership</b> Any individual currently enrolled at an academic institution may apply for Associate Membership—Student.	Complimentary		<b>\$0</b>

## 1. Contact Information

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_

Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_

Phone \_\_\_\_\_ FAX \_\_\_\_\_

Official Representative \_\_\_\_\_ Title \_\_\_\_\_

Representative's E-Mail \_\_\_\_\_ Company's Web Address \_\_\_\_\_

How did you hear about EGSA? ☐ Web site ☐ Powerline magazine ☐ Colleague ☐ POWER-GEN ☐ Other \_\_\_\_\_

Why are you joining EGSA? ☐ Certification Program ☐ CEU Program ☐ Power Schools ☐ Buying Guide Listing ☐ Other \_\_\_\_\_

## 2. Member Classification

Please use the worksheet on page one of this application to determine your membership type.

### Full Memberships

- ☐ Manufacturer (MF)
- ☐ Distributor/Dealer (DD)
- ☐ Contractor/Integrator (CI)
- ☐ Manufacturer's Representative (MR)
- ☐ Energy Management Company (EM)

### Associate Memberships

- ☐ Regular Associate Membership →
- ☐ Full Associate Membership →

### (Select Appropriate Category)

- ☐ Trade Publication (AA)
- ☐ Trade Association (AB)
- ☐ Engineer (AC)
- ☐ End User (AD)
- ☐ Service (AE)
- ☐ Educational Institution (AG)
- ☐ Military (AM)
- ☐ Retiree (AR)
- ☐ Student (AF)

## 3. Membership Dues

(Please fill in the appropriate TOTAL amount from the dues schedule on page one.)

Membership Dues \$ \_\_\_\_\_

Membership Plaque (optional)\*\* \$ 49.95\*\*

On-Site Power Reference Book (optional)\*\* \$ 137.00 \*\*

**Florida Residents:** Add 6% Sales Tax to \*\* items \$ \_\_\_\_\_

\*\* Shipping and handling is included for Continental US Residents.

Non-Continental US Residents should call EGSA \$ \_\_\_\_\_

Headquarters for shipping charges for \*\*items. **TOTAL** \$ \_\_\_\_\_

## 4. Payment Method

(Payable in US\$ drawn on U.S. bank, U.S. Money Order, or American Express)

- ☐ Check # \_\_\_\_\_ Amount Due \$ \_\_\_\_\_
- ☐ Mastercard ☐ Visa ☐ American Express

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

## 5. Products/Services

Please describe the nature of your business (50 words or less, NOT ALL CAPS). If you are a Manufacturer's Representative or Distributor/Dealer, please indicate which manufacturers you represent and/or distribute for; if you are a student, please provide the name and location of your school, your major and your anticipated graduation date:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Do you buy AND sell equipment? ☐ Yes ☐ No

Do you manufacture packaged equipment? ☐ Yes ☐ No

### Available Codes:

- |                                   |   |   |   |                                      |
|-----------------------------------|---|---|---|--------------------------------------|
| 01 ---Batteries/Battery Chargers  | 07 ---Engine Starters/Starting Aids       | 12 ---Governors   | 18 ---Relays, Protective or Synchronizing   | 22 ---Trailers, Generator Set        |
| 02 ---Control/Annunciator Systems | 08 ---Filters, Lube Oil, Fuel or Air      | 13 ---Heat Recovery Systems   | 19 ---Silencers/Exhaust Systems/Noise Abatement   | 23 ---Transformers                   |
| 29 ---Education                   | 28 ---Fuel Cells                          | 14 ---Instruments and controls, including meters, gauges, relays, contactors, or switches | 20 ---Solenoids   | 24 ---Uninterruptible Power Supplies |
| 30 ---Emission Control Equipment  | 03 ---Fuel Tanks and Fuel Storage Systems | 15 ---Load Banks  | 21 ---Switchgear and Transfer Switches (Automatic or Manual), Bypass Isolation Switches, and/or Switchgear Panels | 25 ---Vibration Isolators            |
| 04 ---Enclosures, Generator Set   | 09 ---Generator Laminations               | 16 ---Motor Generator Sets  |   | 26 ---Voltage Regulators             |
| 05 ---Engines, Diesel or Gas      | 10 ---Generator Sets                      | 17 ---Radiator/Heat Exchangers  |   | 27 ---Wiring Devices or Receptacles  |
| 06 ---Engines, Gas Turbine        | 11 ---Generators/Alternators              |   |   |                                      |

### Enter codes here: (Limit 10 codes per category)

**Products sold:** \_\_\_\_\_

**Products rented:** \_\_\_\_\_

**Products serviced:** \_\_\_\_\_

## 6. Sponsor(s):

A "Sponsor" is an EGSA Member who interested you in filling out this application. It is not mandatory that you have a sponsor for the Board to act favorably on this application; however, if a Member recommended that you consider membership, we request that individual's name and company name for our records.

Sponsor Name \_\_\_\_\_ Company Name \_\_\_\_\_

## 7. Official Representative's Authorization

Signature \_\_\_\_\_ Date \_\_\_\_\_



## NEW EGSA MEMBERS

MF=Manufacturer DD=Distributor/Dealer CI=Contractor/Integrator MR=Manufacturers Rep  
EM=Energy Management Co. AA=Trade Publication AB=Trade Association AC=Engineer  
AD=End-User AE=Service AG=Educational Institution AM=Military AR=Retiree AF=Student

**AGB Products** . . . . . MF  
Saint-Quentin, NB Canada  
Marc Godin, Atlantic Territory Manager  
Guardian Tanks manufactures generator sub-base tanks and trainers. We are certified in ULC-S601, UL-142, UN31A, CGSB 43.146-2002 (Transport Canada) and USDOT. Guardian Tanks offers a full service from certified tank design for the OEM market and aftermarket custom assemblies.

**Alpha Industrial Power**  
(A Division of Alpha Technologies, Inc.) . . MF  
Suwanee, GA  
Ron Ford, Vice President  
Alpha Industrial Power (AIP) is a worldwide company that designs and manufactures industrial power solutions for telecommunications, utilities, a petrochemical and other large-scale powering applications, with its head office in Bellingham, WA and outside sales and manufacturing in Suwanee, GA. AIP has been providing design and engineering expertise in deploying complete battery systems, AC and DC powering solutions, and switchmode power systems for over 15 years.

**Briggs & Stratton** . . . . . MF  
Wauwatosa, WI  
Dean Weigand, Product Engineer  
Briggs & Stratton Power Products LLC is part of Briggs & Stratton Corporation. We manufacture engines, generators and build gen sets for portable and standby use. Our model year 2014 standby products range from 8kW air cooled thru 60kW liquid cooled, 240/120 single phase thru 600Y/346 VAC three phase 50/60Hz.

**Capital Electric Motor Service** . . . . . AE  
Baton Rouge, LA  
Jimmy Noland, Owner  
Capital Electric services industrial electric motors and generators. Our staff can recondition or rewind just about any item that the generator industry may need.

**City of Sacramento - Dept. of Utilities** . . . AD  
Sacramento, CA  
Royce Bedrosian,  
Supervising Generator Technician  
We have a small full-service crew of technicians that are responsible for all the city's generators and associated equipment.

**DC Henning** . . . . . MR  
Milwaukee, WI  
David Henning,  
Manufacturers' Sales Representative  
DC Henning represents companies that offer thermal, acoustic, exhaust and emission equipment to the Power Generation industry.

**Easily Solved, LLC** . . . . . AE  
Enfield, CT  
Paul Cappa, Senior R&D Consultant  
Easily solved consultation services help bring products to market. Services include strategic planning, software engineering, product development, and relationship building. Other specialties include system architecture, product line consistency and product usability.

**Edgar Columbo** . . . . . AM  
APO, AE

**Eugene Heuschel** . . . . . AM  
Charlottesville, VA

**Expedia Power Solutions** . . . . . DD  
Perris, CA  
Bill Clark, Owner  
Sales, Parts, Rentals and Service of generators. Generac Dealer. Principal work is maintenance of existing on site generators. We also install generators.

**FieldAware** . . . . . AE  
Chicago, IL  
Isabel Bozycki, Marketing Specialist  
Fieldaware produces a made for mobile, cloud-based software that allows businesses to dispatch work orders and keep track of technicians.

**Innovus Power, Inc.** . . . . . MF  
Fremont, CA  
Lance Brown, VP Business Development  
Manufacturer of variable speed generator sets 100kW - 3MW. Up to 35% reduction in fuel usage. Power systems which readily integrate with renewables with much greater penetration and unfaltering grid stability

**Jack Henry and Associates** . . . . . AE  
Springfield, MO  
Brian Stewart, Power Generation Specialist  
Data centers and financial software.

**Kallman Worldwide** . . . . . AB  
Waldwick, NJ  
Tom Kallman, President & CEO  
Established in 1963, Kallman Worldwide Inc. is an international tradeshow organizing company that represents and promotes many of the world's leading events. Best known for its award-winning US International Pavilions, Kallman currently offers electrical generation, transmission and distribution trade shows and conferences in Latin America and the Middle East.

**Nationwide Logistics** . . . . . CI  
Chattanooga, TN  
Will Jones, Director of Sales and Operations - Logistics  
Our services include freight transportation. We specialize in transporting power generators, enclosures, gensets, oversized equipment, etc. by way of flatbed, step deck, double drop, RGN. Pricing on freight is and always will be at fair market rates.

**Parker Power Systems, Inc.** . . . . . DD  
Carrollton, TX  
Sales and service of generators, ATS' and small industrial engines. Generac, Kohler, Onan, Honda.

**PSP Products** . . . . . DD  
Manassas, VA  
Clay Outlaw, Vice President  
PSP Products distributes load shedding, load management and load dropping systems for all generator manufacturers.

**SAI Advanced Power Solutions** . . . . . MF  
Elmhurst, IL  
Brad Bell, President & CEO  
SAI is a leader in supplying switchgear with control solutions to simple and very complex mission critical power systems due to our innovative and flexible designs. SAI has been providing customer facilities with reliable power switching systems since 1995. SAI's innovative control platform meets the changing technologies being used in today's engine generator design, switchgear control and monitoring systems.

**Service Zone Co.** . . . . . DD  
Bayamon, PR  
Puerto Rico  
Hector Goiricelaya, VP Operations  
Service, sales, rental and repair of generator sets. Fuel distribution.

**Thomas Skuce** . . . . . AM  
Round Hill, VA

**Tobyhanna Army Depot** . . . . . AE  
Tobyhanna, PA  
Daniel Yarbrough, Mobile Electric Power Branch Chief  
We service, repair and troubleshoot a variety of military generators ranging from 2kW - 200kW. Repairs range from basic electric circuits to more in depth engine diagnosis. Our main scope of work consists of repairing/restoring generator units that have been returned from military units to ensure the serviceability before returning to a military environment.

**Turbonetics Inc.** . . . . . MR  
Moorpark, CA  
Gary Monina, Director of Sales and Marketing  
Turbochargers, wastegates, heat exchangers

**W-Industries of Louisiana dba Control Concepts & Technology** . . . . . MF  
Maurice, LA  
Shelby Arabie, Senior Power Generation Technician  
We manufacture gensets by coupling various prime movers to selected gen ends and fabricating skids and enclosures while installing all electrical circuits for operation, protection and control.

**David Exelbert** . . . . . AF  
Frederick, MD  
Student at Pennsylvania College of Technology in the final year for Electrical Power Generation.



## EMERGENCY SYSTEMS SERVICE CO.

Another in Our Series of EGSA Member Company Profiles

*ESSCO has achieved numerous awards and involvement from both Katolight and MTU. Bob Hafich served as President of the Katolight Industrial Distributor Council from 1998 to 2002, and most recently ESSCO earned the MTU 2010 Distributor Excellence Award.*

### EMERGENCY SYSTEMS SERVICE CO.

[www.emergencysystems-inc.com](http://www.emergencysystems-inc.com)

The Emergency Systems Service Company (ESSCO) provides responsible emergency power solutions for customers in the Eastern and Central areas of Pennsylvania, South and Central New Jersey, and Northern Delaware. ESSCO provides sales, service, rental and replacement parts of standby engine generator sets and automatic transfer switches.

ESSCO's business model includes building every relationship (both employee and customer) for the long term, to adhere to the highest standards of performance and professionalism, and to secure their long term profitability.

Their first commercial location of less than 1000 square feet was leased at 216 Apple Street in Quakertown, Pennsylvania, with a modest two-room, office and warehouse space that grew steadily, throughout the 1980s. First, in 1985, they leased 2600 square feet on the first floor. By 1987, it was necessary to lease additional warehouse space.

In 1990, ESSCO relocated to 550 California Road, also in Quakertown, where they leased a 7500 sq. ft. of office and warehouse space. With the ever-increasing demand for emergency power, ESSCO experienced significant growth and a larger customer base throughout the 1990s.

New equipment, additional employees both in the office, and service technicians on the road, requiring more service vehicles, were added. Then in the mid 1990's was the beginning of their growth in temporary power as the Rental Mobile Power component was added to support the company's vision.

In November of 1998, Joseph A. Hafich passed away. However, to this day, Lillian still remains involved with the business weekly.

In 1999 and 2000 ESSCO experienced tremendous growth due to Y2K. Then in May of 2001, they purchased 2 acres of land and moved into a new building at 401 O'Neill Drive, Quakertown. This 21,000 square foot facility at present supports 36 employees, a 24 vehicle fleet, and an extensive Rental Generator fleet.

Always looking to the future, in the early 2000's, Emergency Systems purchased additional property adjacent to their building to allow for future growth as needed.

In January of 1974, Joseph A. Hafich, along with his wife and business partner, Lillian, founded the sole proprietorship of Emergency Systems Service Company (ESSCO). As the only 2 employees, and working out of the basement of their townhome, Joseph and Lillian engaged in the business of selling, servicing, and repairing emergency generators and emergency lighting equipment.

As business began to increase, so did the size of Emergency Systems. In 1980, Joseph M. and Robert R., their sons, joined the family business in earnest and ESSCO incorporated in August of that same year.



Joseph A. Hafich



*Lillian is still involved weekly in the operation that she and Joe built!*



## ESSCO Products and Services

ESSCO offers a full range of services for their customers. From custom tailored planned maintenance agreements, to repairs, modifications and upgrades on both gas and diesel generator sets, Automatic Transfer Switches & Controls. They also perform comprehensive repairs and service on all related equipment controls and systems.

ESSCO was an authorized distributor for Katolight since 1987 and until Katolight Corporation was purchased by Tognum, the parent company of MTU in 2007. ESSCO was fortunate to be selected by MTU to make the transition to the new company, and today ESSCO remains an authorized distributor for MTU Onsite Energy serving Central and Eastern Pennsylvania, Southern and Central New Jersey, and Northern Delaware. Bob Hafich leads a team and is responsible for the Sales and Administration, while Joe Hafich leads a team and is responsible for the Service, Rentals and Operations side of the business.

“Our strength is in our relationship and how we work so well together exhibiting our different talents that come together. Our father somehow had that vision and it just seemed to follow that way.”

ESSCO has achieved numerous awards and involvement from both Katolight and MTU. Bob Hafich served as President of the Katolight Industrial Distributor Council from 1998 to 2002, and most recently ESSCO earned the MTU 2010 Distributor Excellence Award.

## The EGSA Connection

Bob and Joe Hafich attended their first EGSA Convention in Baltimore in 1997. “We attended at the insistence from Tom Richards and Al Prosser from Katolight”. Tom was an EGSA President in 1988, and Katolight was a major contributor and founding member of EGSA (one of two predecessors to our current EGSA today).

“Tom introduced us to everyone and showed us just what a great organization this is. Joe and I have been active ever since,” says Bob Hafich, our 2015 EGSA President-Elect. “My brother

and I were fortunate that different topics and therefore different committees spoke to us and we have been able to branch out and grow right along with some of the programs that have been developed within EGSA.

Both Bob and Joe have served on our EGSA Board, Joe from 2008 until 2010 and Bob has served twice, from 2001 until

2003 and again from 2011 until 2013. Joe was appointed by different EGSA Presidents to serve on the EGSA Nominating Committee, whose sole purpose is to prepare the slate of new officers on the incoming Board for EGSA and a very important role.

Joe has also been active on the EGSA Distributor Dealer Committee and was the DD Chair from 2003 until 2008, he also supported EGSA by being a member of the Strategic Long Range Planning Committee from inception in 2007 until its disbanding in 2013, when the SLRP role was transitioned to the EGSA Executive Committee. Joe has won the EGSA Timmler Award in 2010 and the President's Award in 2012. Joe has also taken part as a panelist on the EGSA main stage for one of our member presentations on service etiquette.

“Since I handle the Service, Rental and Operations side of ESSCO, it seemed a natural progression to be involved with the Distributor/Dealer Committee. Chairing that Committee was a great learning experience that allowed me meet and interact with other DD's to share common experiences and “Best Practices”. I was very fortunate and proud to be one of the members involved on the inception of the Technician Certification Program. We currently have (4) EGSA-Certified generator technicians

(including myself) and have (6) more studying and slated to take the test in February.”

Bob Hafich will take the role of EGSA President in 2016 and is currently a member of the EGSA Executive Committee. Bob's interests in EGSA start at the heart...its membership. Bob has a



*Just Ask ESSCO Customers! Through dedication to customer satisfaction and quality service, Emergency Systems Service Company will continue to grow and remain an industry leader in the field of Emergency Power Generation throughout the 21st century.*



*Then and Now – (left to right: Joe M., Lillian, Joe A. and Bob Hafich) The first commercial location of less than 1000 square feet was leased at 216 Apple Street in Quakertown, PA, with a modest two-room, office and warehouse space.*



*Now Shot – (left to right: Joe M., Lillian, and Bob Hafich) Current ESSCO Headquarters boasts a 21,000 square foot facility that at present, supports 36 employees, a 24 vehicle fleet, and an extensive Rental Generator fleet.*



## MEMBER PROFILE: EMERGENCY SYSTEMS SERVICE CO.

genuine passion for the EGSA Membership Committee and served as the Membership Chair from 2008 until 2011. He is still very active on this Committee and will always be remembered fondly for his "Hafich Challenge" during his last year as Membership Chair, where he championed every member to spread our EGSA branding message and encourage their peers to join. The member with the most memberships was awarded the winner of the Hafich Challenge during the next spring conference in 2012 and that winner was Charlie Habic with 6 members attained. Overall, we gained 24 members from the contest and most of them are still active in 2015! "EGSA has provided Joe and me with a great outlet to meet colleagues (new and old),



*ESSCO's business model includes building every relationship (both employee and customer) for the long term, to adhere to the highest standards of performance and professionalism, and to secure their long term profitability.*

enjoy championing best practices in the industry with our peers, as well as nurturing a creative and spirited side as well." Bob adds "I am eager to encounter the challenges we will face in the near future together in 2015 and 16." Bob has won several EGSA Awards, including the Timmler in 2012, the Carpenter in 2010 and the President's Award in 2012 along with Joe.

Through dedication to customer satisfaction and quality service, Emergency Systems Service Company will continue to grow and remain an industry leader in the field of Emergency Power Generation throughout the 21st century. You can bet

that Bob and Joe Hafich will also remain active EGSA Members for years to come! ■

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# EGSA JOB BANK

## EGSA Job Bank Guidelines

EGSA will advertise (free of charge) EGSA Member company job openings in the Job Bank. Free use of the Job Bank is strictly limited to companies advertising for positions available within their own firms. Companies who are not members of EGSA and third-party employment service firms who service our industry may utilize the Job Bank for a \$300 fee. Blind box ads using the EGSA Job Bank address are available upon request; company logos may be included for an additional fee. EGSA reserves the right to refuse any advertisement it deems inappropriate to the publication. To post an EGSA Job Bank ad (limited to approximately 50 words) please visit [www.EGSA.org/Careers.aspx](http://www.EGSA.org/Careers.aspx).

## North America

### OEM Sales Engineer

ComAp - US

Location: USA

Help us change the future in power generation controls. We're constantly looking to build our team with high performers to match our growth. We believe the more talent we have, the more we can achieve. This is your opportunity to make a huge impact within a rapidly growing company. OEM Sales Engineer: ComAp is a global leader with a solid reputation for delivering innovative solutions in the electronic control systems industry. By providing customers with advanced products, ComAp has built a name for delivering excellence, reliability, and value.

To apply: See our Career section on our company website at [www.comapllc.com](http://www.comapllc.com) to upload your resume in confidence.

Application Deadline: 2015-04-01

### Applications Engineer

ComAp - US

Location: USA

Help us change the future in power generation controls. We're constantly looking to build our team with high performers to match our growth. We believe the more talent we have, the more we can achieve. This is your opportunity to make a huge impact within a rapidly growing company. Application Engineers: ComAp is a global leader with a solid reputation for delivering innovative solutions in the electronic control systems industry. By providing customers with advanced products, ComAp has built a name for delivering excellence, reliability, and value.

To apply: See our Career section on our company website at [www.comapllc.com](http://www.comapllc.com) to upload your resume in confidence.

Application Deadline: 2015-12-31

## USA Central

### Generator Field Technician

Parker Power Systems, Inc.

Location: Dallas, TX

Parker Power Systems, Inc. is seeking qualified individuals for positions as Generator Service Technicians in the Dallas/Fort Worth area. Candidates must have previous technical experience working on a broad range of generators and transfer switches and be able to perform corrective maintenance by troubleshooting the cause of malfunctions.

To apply: email resume to: [diane@parkerpower.com](mailto:diane@parkerpower.com)

## USA Midwest

### Technical Support Engineer

ComAp - US

Location: Roscoe, Illinois USA

Help us change the future in power generation controls. We're constantly looking to build our team with high performers to match our growth. We believe the more talent we have, the more we can achieve. This is your opportunity to make a huge impact within a rapidly growing company. Technical Support Engineers: ComAp is a global leader with a solid reputation for delivering innovative solutions in the electronic control systems industry. By providing customers with advanced products, ComAp has built a name for delivering excellence, reliability, and value.

To apply: See our Career section on our company website at [www.comapllc.com](http://www.comapllc.com) to upload your resume in confidence.

Application Deadline: 2015-12-31

### Caterpillar EPG Field Service Technician

Ohio CAT

Location: Cleveland, OH

Ohio CAT PSD Field Service Technicians troubleshoot and repair the various product lines including CAT engines, fluid ends, air compressors, transmissions, chillers, switch gear, and generator ends. Electrical Power Generator service/repair knowledge required, preferably with CAT equipment, from 5kW-2MW. High School diploma or equivalent required.

To apply: <http://candidate.ohiocat.com> or email resume to [careers@ohiocat.com](mailto:careers@ohiocat.com)

### Compact Power Generation Sales

Ohio CAT

Location: Columbus, OH

Directly responsible for CAT Compact Power Generation Sales. Responsibilities include product specific technical knowledge as it relates to generator application and electric power system design. Prospecting, technical sales presentations, as well as time and territory management skills will also be key functions

To apply: <http://candidate.ohiocat.com> or email resume to [careers@ohiocat.com](mailto:careers@ohiocat.com)

### Engineering Manager/Lead Project Manager

Ohio CAT

Location: Columbus, OH

Manager for our project management team and resource for complicated projects involving power generation, petroleum, marine, industrial. Overall management of our project management functions, the project managers, engineering requirements, NPI coordination, interdepartmental needs between sale-service-project management, and customer needs. Conduct engineering meetings at customer sites for project coordination and application integrity

To apply: <http://candidate.ohiocat.com> or email resume to [careers@ohiocat.com](mailto:careers@ohiocat.com)

## Project Manager

Ohio CAT

Location: Cleveland, OH

This position will manage customer project orders, from start to finish, to ensure completion on schedule and within budget. This includes project coordination through industry/product knowledge, computer support and effective time management techniques to serve all markets in the Commercial Engine Sales Department as well as support to other departments.

To apply: <http://candidate.ohiocat.com> or email resume to [careers@ohiocat.com](mailto:careers@ohiocat.com)

## USA National

### Generator Field Service Technician

Bemana Recruitment & Staffing

Location: Louisiana

Hello Generator Technicians! We have several exciting generator openings across the country! We are looking for technicians with the following skills:

- Trouble shooting abilities
- ATS and Load Bank experience
- Paralleling and PLC knowledge
- PM work and overhaul

All of our openings come with a competitive salary, full benefits and much, much more! Don't hesitate to call or email us for more details. We have openings across the country. #newcareer #newopportunities

EGSA Certified Techs Preferred.

To apply: Call 504.982.1155 or email your resume to [info@bemana.us](mailto:info@bemana.us)

Application Deadline: 2015-03-15

## USA Northeast

### Generator Service Technician

Cooper Electric Supply

Location: New Jersey, New York, Long Island

2-3 years experience as maintenance and service power generator technician experience. Experience in performing maintenance, troubleshooting for equipment for power generation. Intermediate computer literacy; Experienced at performing testing with multimeters and amperage clamps. Valid driver's license. Ability to work in confined spaces with diverse environmental conditions.

To apply: [jeff.kloth@sonepar-us.com](mailto:jeff.kloth@sonepar-us.com)

### Electrical Power Systems - Field Technician

H.O.Penn Machinery

Location: New York Metro, NY US

Advanced Electrical troubleshooting skills, breaker testing, paralleling generators, medium / high voltage, transformers, thermal scan (IR Scan). Minimum (5) years experience in Electric Power Generation, including troubleshooting and repair of Electrical Equipment (generator, ATS, Switchgear), AC and DC, and diesel engine. Must be computer proficient. Valid driver's license.

To apply: [www.hopenn.com](http://www.hopenn.com) - Click on Employment

Opportunities or call 1.855.CAT-4-JOB

Application Deadline: 2015-02-27



# EGSA JOB BANK

## Application Engineer

### Kinsley Power Systems

Location: East Granby, CT

Kinsley Power Systems is looking for an Application Engineer. This position is responsible for providing engineering, sourcing and technical support to the sales team throughout the entire sales cycle from initial concept through successful completion. Where required, provide project management to work with sales staff, vendors, and customer. Manage assigned engineering projects in accordance with customer specifications and deliverables within schedule, and budget limitations, coordinate with, engineers, contractors, and vendors. Be in regular contact with the engineering community to advise changes in codes and standards, and provide frequent updates on the Kohler product line.

To apply: [Lbarnes@kinsley-group.com](mailto:Lbarnes@kinsley-group.com)

## Channel Manager, Residential/Light Commercial Sales

### Kinsley Power Systems

Location: Syracuse, NY

Kinsley Power Systems is looking for a Dealer Channel Manager, Residential/Light Commercial Sales. This position is responsible for the overall business relationship between Dealers & KPS by providing leadership, direction, and support to Dealers, KPS Mgmt/Sales Mgmt/Ops, Marketing to develop/grow dealer count and respective sales, while ensuring that the in-field dealer representation and execution of a the customer buying and ownership experience of Kohler generators in the assigned territory is a world class experience.

To apply: [Lbarnes@kinsley-group.com](mailto:Lbarnes@kinsley-group.com)

## USA Northeast

### Field Service Technicians (Diesel & Gas)

#### Kinsley Power Systems

Location: Location: CT, NY, MA, NH, VT, ME, NJ, PA, RI

Kinsley Power Systems is seeking experienced generator technicians throughout the Northeast. This position is responsible for completing preventive maintenance, repairs and service on standby power generation equipment. Due to the nature of the service business Field Service Technicians must reside within 25 miles of the available territory and have a clean driving record.

To apply: [Lbarnes@kinsley-group.com](mailto:Lbarnes@kinsley-group.com)

### Aftermarket Sales, Albany, NY

#### Kinsley Power Systems

Location: Albany, NY

Kinsley Power Systems is seeking an Aftermarket Sales Manager. The position is responsible for developing, growing and managing the Company's emergency power generator service sales business throughout a given geographic territory. He/she will serve as an ambassador to the Company's service department by selling service agreements, extended warranties and other service products to new customers while maintaining and expanding relationships with existing customers. The sales process includes, but is not limited to prospecting, cold calling, probing, qualifying, presentation & proposal generation and closing Accounts.

To apply: [Lbarnes@kinsley-group.com](mailto:Lbarnes@kinsley-group.com)

## Aftermarket Sales

### Kinsley Power Systems

Location: Brewster, NY

Kinsley Power Systems is seeking an Aftermarket Sales Manager. The position is responsible for developing, growing and managing the Company's emergency power generator service sales business throughout a given geographic territory. He/she will serve as an ambassador to the Company's service department by selling service agreements, extended warranties and other service products to new customers while maintaining and expanding relationships with existing customers. The sales process includes, but is not limited to prospecting, cold calling, probing, qualifying, presentation & proposal generation and closing Accounts.

To apply: [Lbarnes@kinsley-group.com](mailto:Lbarnes@kinsley-group.com)

## Dealer Channel Manager, Residential/Light Commercial Products

### Kinsley Power Systems

Location: Syracuse, NY

Kinsley Power Systems is looking for a Dealer Channel Manager, Residential/Light Commercial Sales. This position is responsible for the overall business relationship between Dealers & KPS by providing leadership, direction, and support to Dealers, KPS Mgmt/Sales Mgmt/Ops, Marketing to develop/grow dealer count and respective sales, while ensuring that the in-field dealer representation and execution of a the customer buying and ownership experience of Kohler generators in the assigned territory is a world class experience.

To apply: [Lbarnes@kinsley-group.com](mailto:Lbarnes@kinsley-group.com)

## USA Northwest

### Generator Field Technician

#### EC Company

Location: Fife, WA

The position of Field Generator Technician will reside in Fife, WA but will perform service work throughout Washington. To learn more about our company and the position please visit our website at: [www.e-c-power.com](http://www.e-c-power.com).

To apply: Please email or fax resume and cover letter: [employment@e-c-co.com](mailto:employment@e-c-co.com), 503-220-5384

### Generator Field Technician

#### EC Company

Location: Portland, OR

The position of Generator Field Technician is located at our EC Power Systems branch office located in Portland, OR. This position will be responsible for performing service work throughout the Oregon region. To learn more about our company and this position please visit our website at: [www.e-c-power.com](http://www.e-c-power.com). CCB# 49737

To apply: Please email or fax resume and cover letter: [employment@e-c-co.com](mailto:employment@e-c-co.com), 503-220-5384

### Generator Field Technician

#### EC Company

Location: Missoula, MT

The position of Field Generator Technician will reside in central Montana (Missoula, Helena, Great Falls area), but will perform service work throughout Montana. To learn more about our company and position please visit our website at: [www.e-c-power.com](http://www.e-c-power.com). CCB#49737

To apply: Please send cover letter and resume: fax 503-220-5384, email: [employment@e-c-co.com](mailto:employment@e-c-co.com)

## Generator Field Technician

### EC Company

Location: Salt Lake City, UT

The position of Generator Field Technician is located at our EC Power Systems branch office located in Salt Lake City. This position will be responsible for performing service work throughout the Utah region. To learn more about our company and position please visit our website at: [www.e-c-power.com](http://www.e-c-power.com).

To apply: Send cover letter and resume: fax 503-220-5384 email [employment@e-c-co.com](mailto:employment@e-c-co.com)

## USA Southeast

### Engine/Generator Field Technician (289-773)

#### Tampa Armatures Works, Inc.

Location: Baton Rouge, LA 70801

Perform repairs and services on all makes and models of generator sets. Troubleshooting equipment and servicing generator components. Qualifications: 3 years' experience with diesel/natural gas engine maintenance & repair preferred. HS Diploma and technical school desired. Valid driver's license and good driving record. DFWP - EEO/AA: Females/Minorities/Disabled/Vets  
To apply: [http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&mp;company\\_id=16773&mp;jobboardid=3353](http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&mp;company_id=16773&mp;jobboardid=3353)  
Application Deadline: 2015-02-16

### Generator Technician (252-773)

#### Tampa Armatures Works, Inc.

Location: Fort Myers, FL 33908

Perform repairs and services on generator sets. Inspections, repairs, services and start-up load bank test requirements on equipment. Qualifications: 3 years experience repair and maintenance of generator systems from 8kW to 2800 kW preferred. HS Diploma and technical school desired. Valid driver's license and good driving record. DFWP - EEO/AA: Females/Minorities/Disabled/Vets  
To apply: [http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&mp;company\\_id=16773&mp;jobboardid=3353](http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&mp;company_id=16773&mp;jobboardid=3353)  
Application Deadline: 2015-02-16

### Generator Technician (293-773)

#### Tampa Armatures Works, Inc.

Location: Fort Myers, FL 33908

Perform repairs and services on generator sets. Repair and troubleshooting engines. Requirements: 3 years experience in repair and maintenance of generator systems from 8kW to 2800 kW preferred. HS Diploma and technical school desired. Valid driver's license and good driving record. DFWP - EEO/AA: Females/Minorities/Disabled/Vets  
To apply: [http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&mp;company\\_id=16773&mp;jobboardid=3353](http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&mp;company_id=16773&mp;jobboardid=3353)  
Application Deadline: 2015-02-16



## Engine/Generator Field Technician (259-773)

**Tampa Armatures Works, Inc.**

*Location: Flowood, MS 39232*

Perform repairs and services on generator sets. Inspections, repairs, services and start-up load bank test requirements on equipment. Troubleshooting equipment and servicing generator components. Qualifications: Minimum 3 years experience with diesel/natural gas engine maintenance & repair preferred. High School Diploma and technical school desired. Valid driver's license and good driving record.

To apply: [http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&mp:company\\_id=16773&mp:jobboardid=3353](http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&mp:company_id=16773&mp:jobboardid=3353)

*Application Deadline: 2015-02-20*

## Industrial Switchgear Technician (215-773)

**Tampa Armatures Works, Inc.**

*Location: Shreveport, LA 71101*

Work on low and medium voltage circuit breakers and protective relaying, transformers, motor soft starters and variable frequency drives. Requirements: 3+ years experience with Technical degree preferred. Travel to customer sites in around out of FL. May be required to work weekends and holidays. Satisfactory driving record with DOT license.

To apply: [http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&mp:company\\_id=16773&mp:jobboardid=3353](http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&mp:company_id=16773&mp:jobboardid=3353)

*Application Deadline: 2015-02-24*

## Manual Machinist (222-773)

**Tampa Armatures Works, Inc.**

*Location: Jacksonville, FL 32210*

Operate various machine tools to manufacture and repair mechanical assemblies. Qualifications: Minimum 5 years experience as a Manual Machinist in machine shop & job shop work environment -(CNC experience is not applicable). Prior electric motor experience is helpful and prior work experience, and/or certification, doing mig and tig welding a plus.

To apply: [http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&mp:company\\_id=16773&mp:jobboardid=3353](http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&mp:company_id=16773&mp:jobboardid=3353)

*Application Deadline: 2015-02-28*

## USA Southwest

### Generator Field Technician

#### Power Generation Service

*Location: Albuquerque, NM*

Power Generation Service has an opportunity for a generator Field Service Technician with at least 5 years experience maintaining, servicing, and repairing engine and generator components. Candidate should be highly motivated to willing to learn and apply themselves. We want a good team player with excellent customer skills.

To apply: Call 505-323-2032 or email resume to [powergtj@aol.com](mailto:powergtj@aol.com), attention Tad Jennings.

*Application Deadline: 2015-03-02*

## USA West

### Service and Support Engineer

**DEIF Inc.**

*Location: Loveland, CO*

DEIF Inc. is currently seeking Service and Support Engineer applicants. For more information please see our job listing at [www.deif.com/Careers/Vacant\\_positions/Power\\_-\\_Marine.aspx](http://www.deif.com/Careers/Vacant_positions/Power_-_Marine.aspx).

To apply: Send resumes to [jjn@deif.com](mailto:jjn@deif.com)

### Sales & Business Development Manager – Engine Starting

**SENS (Stored Energy Systems, LLC)**

*Location: Longmont, CO*

The selected individual will be responsible for the overall growth in revenue and market-share for the engine start marketplace for North America. This individual will work closely with various channels to market within this sector including: Dealers, Distributors, Value Added Re-sellers, specifying engineers, Manufacturer Representatives and Original Equipment Manufacturers (OEMs).

To apply: Send cover letter and resume to [johnk@sens-usa.com](mailto:johnk@sens-usa.com)

### Sales Application Engineer and Customer Specialist

**SENS (Stored Energy Systems, LLC)**

*Location: Longmont, CO*

Position is responsible for reviewing customer requests for quotation and preparing technical and commercial proposals. Support and augment the overall sales organization. Provide additional direct customer contact and support concerning SENS product, technical inquiries and questions. Generate additional sales for DC Power systems and batteries working with the sales organization.

To apply: Send cover letter and resume to [johnk@sens-usa.com](mailto:johnk@sens-usa.com)

## Manufacturer's Rep Seeking Principals

Leading Mid-South manufacturer's rep is seeking additional product lines. We have decades of experience in all aspects of the onsite power generation industry. We are interested in adding quality complementary manufacturers to our line of superior products serving the industry. Our record of outstanding success can help you achieve your sales and market share goals. Please respond if you have an area where you desire additional sales and market share.

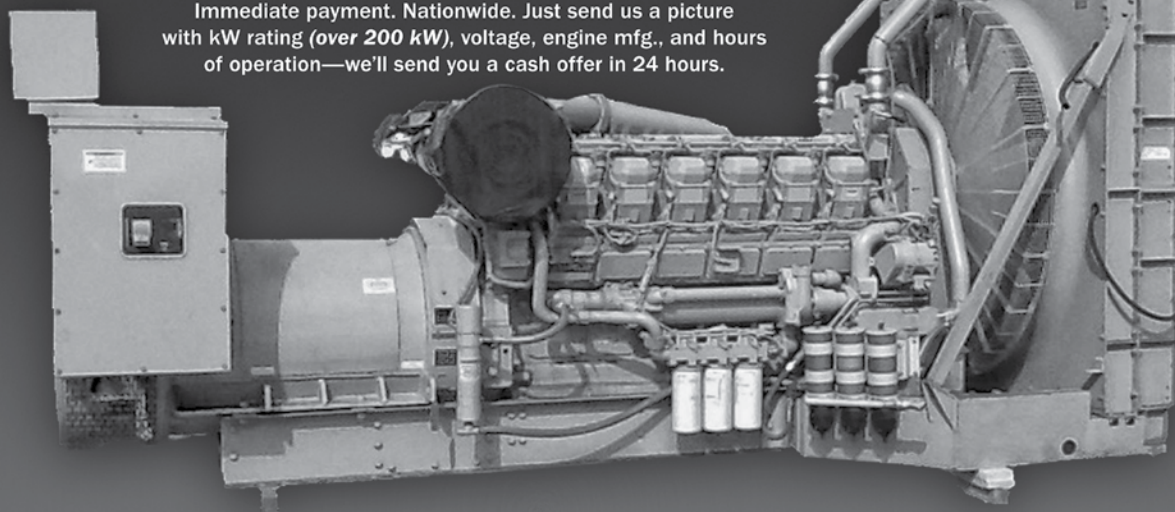
**Please respond to: [J.Kellough@EGSA.org](mailto:J.Kellough@EGSA.org)**

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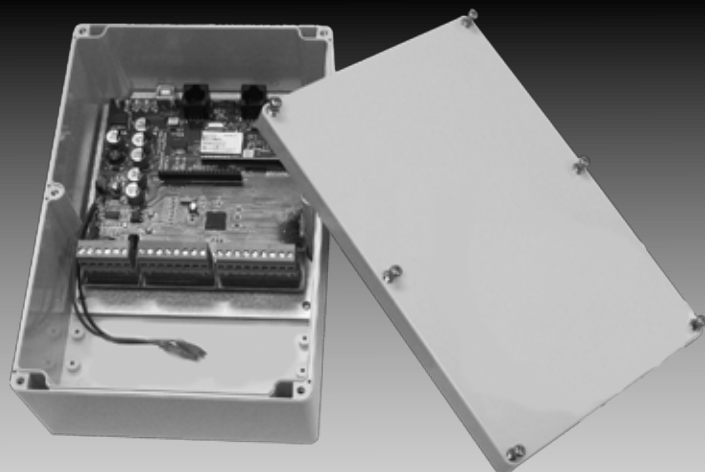
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### Power Pro-Tech Services Acquires Sure-Gen Power Systems in North Carolina

Power Pro-Tech Services (PPT) has acquired Sure-Gen Power Systems (Sure-Gen), a generator service company headquartered in Winnabow, NC, with service across the Carolinas and Eastern Tennessee.

Sure-Gen was founded nearly 15 years ago by Travis White with a singular focus on Customer Service. As a result of the acquisition, the Winnabow office will now become the Carolina Regional office for PPT, increasing PPT's Regional Technician count to over 15. To minimize any market confusion, the Sure-Gen name will be retired and all regional operations will continue as Power Pro-Tech Services.

"It is a great pleasure to welcome Travis and the entire Sure-Gen team to Power Pro-Tech Services" said Robert J. Byrne, President & CEO of PPT. "We are dedicated to continuing to offer Sure-Gen's customers the exceptional quality service that has been the hallmark of Sure-Gen since its inception. With the entire Sure-Gen team staying

on, and with the additional resources that we bring to the combination, we expect to accelerate our growth throughout the Carolina Region."

Please visit [www.powerprotech.com](http://www.powerprotech.com) for more information. ■

### Universal AET Selects Tony Cords as CFO

Universal Acoustic & Emission Technologies' Board of Directors recently named Tony Cords to the position of Chief Financial Officer.

Cords has more than 20 years' progressive finance experience with his latest position as VP and CFO of Global Batteries at Spectrum Brands Holdings, Inc. His experience includes various finance positions, which supported operations, supply chain, marketing, and sales for North America and global entities. Cords earned his BBA in accounting from the University of Wisconsin-Whitewater and his Executive MBA from the University of Wisconsin-Madison. He is a Wisconsin Certified Public Accountant



and Certified Management Accountant. He is also a member of the University of Wisconsin-Whitewater Advisory Board.

"We are excited to have Tony's capabilities and experience to strengthen our leadership team as we continue to grow Universal," said Universal AET President and Chief Operating Officer.

Please visit [www.universalaet.com](http://www.universalaet.com) for more information. ■

### Safety Power Inc. signs agreement with Power Equipment Group as exclusive Manufacturer's Rep

Safety Power Inc. announced today that it has signed an exclusive agreement with the Power Equipment Group (PEG) based in Irving, TX as their manufacturers' representative for the States of Arkansas, Louisiana, New Mexico, Oklahoma, Kansas and Texas. This new agreement will provide Safety Power the additional sales and marketing coverage in the growing energy capital and help with significant sales growth in the USA.

Please visit [www.safetypower.ca](http://www.safetypower.ca) for more information. ■

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